

VACANCY

ROCHE BOBOIS South Africa

World leader in state-of-the-art furniture and décor is expanding in South Africa in 2025 and we are looking for :

1 Senior Sale Consultant (BtoB & BtoC) – Sandton

The candidates will, under the supervision of the store managers, act as brand ambassadors in our showrooms, offering unparalleled customer service from greeting customers, making them discover the Roche Bobois collections to designing tailor-made high end projects for them.

The right candidates will benefit from intensive training in sales techniques, corporate processes, brand history, and products knowledge.

The main responsibilities will be:

Sales in a luxury environment

Establish, develop, and maintain effective business and customer relationships in BtoB (Architects, Interior Designers, Builders, Procurement companies...) and BtoC environments

Customer projects follow up from A to Z

Follow-up of orders with European suppliers

Minimum Requirements:

- Bachelor's degree or higher in B Com/Marketing/Interior Design or related fields
 - Minimum 5 years' experience in similar positions
 - Strong interest in exclusive furniture, decoration and the luxury environment in general
 - Highly motivated, customer service oriented, well-organized, and endowed with great communication skills
 - Fast learner, multitasker, ambitious, problem solver, ability to work in a deadline-driven environment, detail focussed
 - Excellent knowledge in MS Office (Excel, PowerPoint ..)
 - 3D software and/or 20/20 software knowledge will be a plus
- Very good presentation, Commercial drive. Good interpersonal skills.**
- Able to travel throughout South Africa and abroad
 - Valid driving license

What we expect:

**Honesty - Empathy - Strong ability to work under pressure- Optimism - Persuasiveness – Enthusiasm
- Stability - Perseverance and patience.**

Work Schedule: 5 ½ days a week with 2 to 3 working Saturdays per month.

Please send your CV, motivated application letter together with a passport-sized photograph to:
s.fanchette@roche-bobois.com before the 20th of December 2024

Please do not reply to this ad if your profile is not in adequation with our requirements.
Candidate must be of South African nationality or possess the required working visas .