



## Sales Executive for Retail, Architects & Designers

Perth, Western Australia - Bremworth Pty

Full time

### Who are we?

Bremworth is a premium rug and carpet company with strong roots in New Zealand. Guided by our purpose of finding more sustainable solutions, we're on a transformational journey focused on helping consumers to bring more natural products into their homes and daily lives.

Bremworth employs over 400 people across New Zealand and Australia, with local sales teams based in New South Wales, Victoria, Queensland, South Australia and Western Australia.

Our people combine innovative thinking with the knowledge that natural is best. Our 60+ years of experience has taught us that wool is not only 100% natural, biodegradable and renewable, but it's also a brilliant fibre for design innovation and overall flooring performance.

Join us on our journey and Let's Go Good Together

### About the role:

This role provides an exciting opportunity for a Sales Executive Retail, Architects & Designers to join an iconic, purpose-led brand on an exciting transformational journey.

If you love building brand presence, have an eye for fashion insights (or trends) and committed to be the face of our premium natural wool products to our consumers and customers then this role could be perfect for you.

This is a permanent full-time position directly reporting to the State Manager – Queensland, Northern Territory, Southern and Western Australia. You will be provided with a company car, laptop and mobile phone.

### Key responsibilities

This role will require you to work autonomously and in addition allows you to develop the region and network with the opportunity for you to run it like your own with your managers support.

To be able to create and develop a network of Architects & Interior Designers, ongoing management of the current network of the Perth Retail Stores and surrounding regions. To be passionate about our natural wool products, sustainability, and fashion insights.

- To build brand presence to be the dynamic brand ambassador of our premium fashion led brand to consumer and customers
- Build strong relationships becoming supplier of choice
- To call on Retail Stores, Architects & Interior Designers
- Maintain a strong understanding and product knowledge, present product features and benefits
- Maintain displays
- You will be responsible for identifying new business to develop new growth across areas
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# Bremworth

- Presenting of our premium ranges, features, and benefit, to our consumer and customers
- Proactively manage your territory efficiently whilst meeting sales targets
- Maintain CRM system
- Monthly budget

## **This position will suit someone who is:**

A go getter who wants to make a real difference to set to take on the world.

And has:

- Understanding of how to build a strong brand presence in both retail and Architects & Interior Designers
- Excellent communication, interpersonal, presentation, and organisational skills.
- High energy and confidence
- Understanding of the customers to provide the best in the world service
- A natural desire to collaborate and build strong internal and external relationships
- A natural passion for premium design products would be a real bonus
- An eye for interior design, with experience being an advantage

## **What's in it for you?**

An excellent opportunity to:

- Join a passionate, purpose-led company
- Full product and system training will be provided
- Progress your career
- Be part of a supportive and people-centric work culture