

Showroom Manager, Chelsea Flagship Store, SW3
Benjamin Moore UK, operated by Shaw Paints Ltd

We have an exciting opportunity for a talented individual with a passion for colour, interior design and customer service to join our dynamic, friendly and respected family business in the permanent role of Showroom Manager, based at our new flagship store in Chelsea, which will open in September 2017.

Benjamin Moore is a leading North American decorative paint brand and is widely regarded as a worldwide leader in colour and design. Benjamin Moore is famous for the exceptional beauty of its colours and for producing the finest quality paint products.

As part of a global expansion programme, the Benjamin Moore brand was first launched in the UK in September 2015, by our company, Shaw Paints Ltd. We are the exclusive UK distributor for the brand and go to market as Benjamin Moore UK.

After almost 2 years of rapid expansion in the UK market, we are now opening a flagship store in the heart of the design district in Chelsea. The new store will be a focal point for the brand and will attract Interior Designer and Homeowner customers from across London and beyond. The Benjamin Moore Chelsea Showroom will become renowned as a centre for exceptional colour, design and technical expertise.

We are looking for a professional, personable and enthusiastic person who can oversee the day to day activities of the store as well as lead, manage and motivate a team of store associates to deliver the highest levels of customer service to a variety of different types of customers, maintain exceptional store standards and deliver against the financial objectives of the showroom. The Showroom Manager will be required to work with the leadership team to develop and deliver local marketing initiatives, manage key Interior Designer and Professional Decorator accounts and, occasionally, represent the business at events held both within the showroom and externally.

The ideal candidate will have a background in an interiors-related field and should also have an excellent commercial track record in a retail environment. They will be able to comfortably converse with a variety of customer types and be able to demonstrate a flexible and proactive working style, with an ability to adapt to the changing demands of a rapidly growing business.

This is a full-time role (39.5hrs per week) offering a competitive salary, company pension and 25 days holiday annually. This role reports into the Sales and Marketing Director.

Key Responsibilities:

- Delivering the financial objectives of the showroom.
- Managing and motivating a team of store associates.
- Delivering excellent customer service to homeowner, interior designer and professional painter customers.
- Managing showroom stocks to deliver outstanding service to customers.
- Maintaining exceptional store standards.
- Managing key customer accounts.
- Delivering marketing and sales initiatives to grow showroom revenues.

Key requirements:

- Experience in a managerial role in a retail environment.
- Experience in an interiors-related field.
- Excellent commercial acumen with track record of delivering financial results in a retail environment.
- Excellent communication and customer service skills.
- Strong attention to detail and organisation skills.
- Experience of leading a team of store associates.
- Adaptability and positive attitude

Closing date : 29th September 2017

If you are interested in applying for this position, please email your CV to careers@shawpaints.co.uk. To find out more about Benjamin Moore and Shaw Paints, visit www.benjaminmoorepaint.co.uk.