



R O M E R I L S

SALES DESIGNER

Bathroom & Tiles Studios

About us

Romerils is one of Jersey's largest, independently owned and managed businesses. We have been up and running for over 65 successful years and pride ourselves on our reputation for excelling in customer service.

About the role

We are seeking a highly motivated Designer to join our Bathroom & Tiles Studios, where we sell a wide range of bathrooms and tiles.

You will have proven sales and design experience and the desire and ability to gain a thorough knowledge of the products and services we offer. Previous experience in a similar design studio environment would be a definite advantage.

For a full job description, please visit www.romerils.com/careers

What we can offer

If you are ambitious, unafraid of hard work and looking for an excellent, friendly working environment with a competitive salary; please complete an application form and send it with a covering letter to:

Sadie Johnson, HR Advisor, Romerils, Dumaresq Street, St Helier, Jersey, JE1 3UT or sadie.johnson@romerils.co.je

We are happy to receive your CV along with an application form, but a form must be completed. These are available from sadie.johnson@romerils.co.je, www.romerils.com/careers or our 1st floor reception in Dumaresq Street



R O M E R I L S

JOB DESCRIPTION

SALES DESIGNER

Bathroom Studio

Our Vision

We are a vibrant retail market leader delivering the best, enjoyable shopping experience to inspire homeowners, while giving outstanding service. We know and engage with our customers, which gives us knowledge on delivering what they want.

'Best of the Best' in customer service is at the heart of all we do.

Our People

To be able to deliver our vision, we need self-motivated, passionate people who can offer quality customer service whilst performing with honesty and integrity. We provide a friendly, enjoyable and supportive work environment.

The Department

The Bathroom & Tile Studio sells our range of high-quality bathrooms, tiles and accessories.

The Role

The purpose of the role is to sell our range of high-quality bathroom and tile products, providing the highest level of customer service at all times in order to maintain the Company's overall aim, which is to exceed the expectations of our customers through the quality of our customer service.

The main responsibilities of the role are:

- Sales
- Customer Service

Reporting Lines

Reports to the Bathroom Sales Manager or the Design Studios Manager

Standards

- ✓ Every employee is expected to be honest and trustworthy in their dealings with customers, colleagues and the company.
- ✓ Nothing less than excellent customer service is acceptable with both external and internal customers
- ✓ A high standard of confidentiality is required with our working practices and operating systems
- ✓ All staff are expected to work as part of the team
- ✓ All staff are expected to work efficiently and accurately
- ✓ All Standard Operating Procedures (SOPs) must be followed at all times



PERSON SPECIFICATION

Knowledge of:

Cad design (Virtual World) packages particularly Villeroy & Boch, Hansgrohe, Keuco, Heritage, Samuel Heath, Keuco, Carlisle, and Roper Rodes Bathroom accessory products	Sanitaryware and tile products, Water pressures
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Building regulations Disabled access regulations	Fitting regulations Basic installation
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Skills required:

Effective communication	Effective reading & writing	Relationship building
Selling skills	Team working	Problem solving
Numerate	Accurate	Prioritisation
Time management	Flair for design	Driving licence

Attributes

Willingness to learn	Logical	Initiative
Common sense	Meets deadlines	Follows instructions

Personal qualities

Trustworthy & reliable	Honest	Professional & personable
Flexible	Calm under pressure	Tact and discretion

PRINCIPLE DUTIES

1. Dealing with day-to-day sales, face to face and on the telephone
2. Maximising all sales opportunities at the highest level of profitability
3. Initiating own customer leads, and take from initial contact to, where necessary, site visit, measure up and on to design, quotation, pitch, order and delivery.
4. Building solid and effective working relationships with customers and suppliers
5. Gaining a thorough technical knowledge of the different components, features and benefits of each product.
6. Processing paperwork accurately and in a timely manner
7. Supporting the sales staff in other areas as and when necessary
8. Ensuring all display and sales areas are kept clean and tidy
9. Ensuring security of products on sale
10. Maintaining and updating all price lists
11. Helping develop new product ranges
12. Helping organising Studio displays
13. Being pro-active in learning the local retail and trade market place

Changes

Because of the diversity of our business, this job description will inevitably change. There will be the need, from time to time, to undertake other activities that fall within the capabilities of the role holder, as directed by management.