



The Danesmoor Group is a multifaceted operation, comprising three principal businesses, [PWS Distributors](#) (including PWS worksurfaces), [Life Kitchens](#) (retail and commercial), and [Danesmoor](#), a sales agency with exclusive UK representation of market leading OEMs producing products for the sector and one of the industry's leading, advisory and design consultancies.

We are a fully integrated operation with an end-to-end and dynamic proposition, ranging from market analysis and product development, through to manufacturing, distribution and retail. Both the trade and the end consumer require direction, choice, flexibility, and reliability, and the Danesmoor Group is committed to providing this.

The Danesmoor Group is an independent, family business now in its fifth generation, and we are justifiably proud of our 115 year plus heritage and our development into a market leading, multidimensional organisation.

The Group has followed an ambitious strategy of largely organic and some acquisitive growth, underpinned by significant investment in infrastructure, innovation, manufacturing and finishing. Projects include the development of one of the largest independent worksurfaces fabrication units operating in the UK; one of the most advanced automated paint finishing facilities in Europe; two design centres; the Life Kitchens for Living retail and professional businesses and manufacturing and joinery facilities.

[www.danesmoorgroup.co.uk](http://www.danesmoorgroup.co.uk)



## **Retail Sales Designer**

### **Overview:**

Life is a fifth-generation British family business. Known for our completely personalised and fresh approach to design, we create exceptional quality kitchens for the most discerning of clients. Part of the Danesmoor Group, our roots trace back to the early 1900s. We're proud to be part of the largest and longest established kitchen supply and manufacturing business in the UK – with unprecedented 500,000 sq.ft. in-house manufacturing premises at our headquarters. We also have the industry's best partnerships with World leading appliance, storage, and material brands.

Based at our London showroom you'll work closely with our clients to craft entirely unique designs to suit and enhance their lifestyles.

With no set ranges or styles, we offer the most diverse and extensive range of design choices which are tailorable to our clients; from handleless to traditional in-frame and everything in between.

We offer excellent in-house training and continual support to help you build a successful career, as well as a highly attractive commission structure and the opportunity to thrive and develop.

As a kitchen designer you should be creative with an aptitude and passion for kitchen design, coupled with a strong commitment to customer service.

### **Responsibilities:**

- You will be responsible for the customer experience from initial design concepts, through to order placement, for a variety of clients. Opportunities will be provided via quality leads, underpinned by significant and on-going investment in marketing activity.
- You will identify and interpret our clients' needs and deliver true, lifestyle-based kitchen solutions.

**Essential Skills and Experience:**

- Proven sales record in a premium kitchen/interior design background with a minimum of 2 years' experience
- Experience of working with both consumers and commercial clients (interior designers/ architects/ trade)
- Experience in coordinating the customer journey from concept to sale
- Strong design ability, proficient in the latest design software, with a knowledge and passion for the latest styles and trends
- Highly personable and an efficient, professional communicator – both verbally and in the written form
- Competent in the use of Microsoft Office
- A problem solver and lateral thinker who deals well under pressure
- Motivated, with the ability to self-manage and work as team at all levels of management
- Experience of working under pressure
- Must be able to plan and prioritise work schedules to meet strict customer deadlines
- Excellent attention to detail
- Ability to work unsupervised
- Flexible, open attitude and keen to collaborate, learn and share knowledge
- Proactive problem solver and willingness to own responsibility
- Highly motivated and effective team player
- Excellent communication skills
- Demonstrates a positive 'can do' attitude
- Excellent time and project management skills
- First class communications skills with strong and confident presentation skills

**Desired Skills and Experience:**

- Extensive kitchen industry experience
- Bachelor's degree in Design
- Competent in using EQ/Winner software packages