

## JOB DESCRIPTION

**Job Title:** Business Development Executive

**Salary:** Competitive salary

**Area:** Scotland & North East BDE

**Job Type:** Full Time

### **Candidate must reside in the Edinburgh area**

We are the UK's largest wholesaler of furniture and design led accessories and through continued growth a fantastic opportunity has arisen for a Graduate Business Development Executive with a real passion for furniture and interior design.

[www.coachhouse.com](http://www.coachhouse.com)

### **Job Role:**

Your role will be to manage and develop new and existing customer accounts across your designated geographically area in Scotland & North East BDE.

You will have the opportunity to positively represent the company by building and developing relationships within an already established client base and with new accounts. This role will be enriched with the opportunity to work at some of the most innovative trade fairs in the world.

Your role will be highly customer facing, requiring a high degree of commercial awareness and will involve meeting with retailers, interiors designers, hoteliers and other trade only accounts, to maximise all sales opportunities. The ability to positively engage with customers within this interior design led market is essential.

### **Essential Skills:**

- Educated to degree level, ideally within the interior design or design sector.
- Self-motivated.
- Experience of working in a Business to Business environment would be desirable.
- Time management and prioritisation skills.
- Commercial awareness.
- Excellent verbal and written communication skills.
- Drive and ambition with the desire to succeed.
- Full, preferably clean, UK driving licence.

### **In Return:**

- A competitive salary.
- Full Bespoke Training.
- An iPad.
- An iPhone.
- Company Car.
- Pension
- Cash Back – Health Care Benefit

To apply for this role please send your CV and a covering letter to [HR@coachhouse.com](mailto:HR@coachhouse.com)