

Client Development Manager at Gyunel Couture

LOCATION: Knightsbridge, London

SALARY: Competitive

JOB DESCRIPTION:

- Utilise existing client book and recruit new VICs to ensure business growth
- Drive and deliver personal sales and KPI targets by cultivating client relationships as part of the company's fast-growing sales department
- Commitment to the client experience to the highest standard, by demonstrating expertise in providing the professional styling advice for all occasions
- Inspire, manage and lead the sales process ensuring effective responsibility, delegation, engagement and ownership of the tasks
- Ensure accuracy of all client details and all communication is correctly recorded
- Assume responsibility for the client welcome meetings and follow the protocol/agenda as required
- Reporting: assist in the production of monthly sales reports and work closely with the management on the sales strategies
- Ensure that client relations are not an afterthought but an intrinsic part of the sales process

Essential experience & skills:

- Proven commercial experience in a client-facing role within the luxury industry, fashion retail and/or couture
- Discreet, professional and well spoken, with excellent communication skills
- Strong negotiation and interpersonal skills
- Proactive and able to show initiative/ideas to constantly promote client offering
- Genuine desire to deliver first-class client service
- Track record of creating positive impact on business through the achievement of sales targets
- Meticulous attention to detail
- Ability to work well under pressure whilst prioritising workloads and meeting deadlines

APPLY: Please send your CV and cover letter to pr@gyunel.com

CLOSING DATE: ASAP