**Job Description Template: Showroom Sales Manager**

Location: [City], [Town]  
Position Type: Full-time  
Department: Showroom Sales  
Reports to: [Name/Role]

**About Us**

[Company Name] is a premier retail brand known for [briefly describe your company's mission or vision]. With a commitment to delivering exceptional products and services, we are seeking an experienced Showroom Sales Manager to lead our showroom team and drive sales in our retail space.

**About the Role**

As the Showroom Sales Manager at [Company Name], you will be responsible for overseeing the day-to-day operations of the showroom, managing a team of Sales Advisors, and ensuring a positive customer experience. Your role involves driving sales, maintaining a visually appealing showroom, and contributing to the overall success of the retail location.

**Key Responsibilities:**

* Lead, motivate, and manage a team of Sales Advisors to achieve individual and team sales targets.
* Foster a positive and customer-centric culture in the showroom, ensuring exceptional customer service.
* Implement effective sales strategies to drive revenue and meet or exceed sales goals.
* Monitor and analyse showroom performance metrics, providing regular reports to upper management.
* Collaborate with the marketing team to plan and execute showroom promotions and events.
* Ensure the showroom is well-maintained, visually appealing, and products are effectively displayed.
* Train and develop Sales Advisors on product knowledge, sales techniques, and customer service skills.
* Handle customer inquiries, concerns, and escalations in a professional and timely manner.
* Oversee the inventory management process for showroom products.
* Contribute to the development and implementation of showroom policies and procedures.

**Knowledge and Skills Needed**

* Proven experience in showroom or retail sales management.
* Strong leadership and team management skills.
* Excellent communication and interpersonal abilities.
* Results-oriented with a track record of meeting or exceeding sales targets.
* Familiarity with showroom operations, point-of-sale systems, and inventory management.
* Ability to analyse sales data and make informed decisions to improve performance.
* Customer-focused mindset with a commitment to delivering exceptional service.
* Flexibility to work weekends, holidays, and evenings as required.

**Person Specification**

We are seeking a dynamic and results-driven individual with a passion for showroom sales leadership. The ideal candidate will possess the following attributes:

* Leadership: Ability to lead and inspire a team to achieve sales targets.
* Customer Service: Commitment to delivering an exceptional customer experience.
* Sales Orientation: Proven ability to drive sales and revenue growth.
* Communication: Excellent verbal and written communication skills.
* Team Collaboration: Ability to work collaboratively with team members and cross-functional teams.
* Adaptability: Flexibility to adapt to changing priorities and customer needs.

**What's in It for You**

* Competitive salary and performance-based incentives.
* Opportunities for career growth and advancement within a reputable retail brand.
* Access to [specific perks, training or additional benefits your company provides].
* Work within a team that is passionate about [mention company values or mission].
* Employee discounts on our products/services.
* Training and development opportunities to enhance leadership and sales skills.
* A positive and collaborative work environment.

Join our team at [Company Name] and take on a crucial role in leading our showroom sales to new heights. If you are a results-driven leader with showroom sales experience, we would love to hear from you.

This template is flexible and can be customised to align with specific company details, such as location, reporting structure, and additional qualifications.