

Job Role: Sales Consultant - Guildford

Company: Castle Fine Art

Salary: £18,000 per annum plus commission and bonus scheme / £28,000 OTE

Incentives and benefits:

- **Excellent bonus and commission structure (uncapped OTE)**
- **Staff discounts**
- **Perkbox benefits - Read more here: <https://www.perkbox.com/uk>**
- **Pension scheme**

About US:

Bob Dylan, Ronnie Wood, Stuart McAlpine Miller, Lorenzo Quinn!

Are you looking for a role that provides you with the chance to work with some of the best living artists, coupled with a beautiful environment, selling a great product and developing rewarding relationships with a wide range of clients?

If so, look no further! With over 20 years' experience delivering style, creativity and quality to its clients, Castle Fine Art is the UK's leading group of retail art galleries. Offering a welcoming, relaxing environment to enjoy art in accessible, high street locations, Castle Fine Art's ethos is encapsulated in its motto "Your World, Our Art".

The Opportunity:

We are currently looking for a Sales Consultant to join our business in one of our ideally located galleries within Guildford town center. This is a fantastic opportunity for someone with a strong sales background of achieving targets in a luxury goods environment, to come in and work with our unique and stunning art work.

Your responsibilities as a Sales Consultant will include:

- Direct selling of our fantastic and unique artwork
- Working towards realistic but challenging individual and gallery sales targets

- Utilising the phones and email on a daily basis to engage with our clients
- Building strong relationships and a loyal client base
- Being the main point of contact for our clients, responding to interest in the Gallery
- Identifying new business opportunities through local business links
- Providing a personal and unique service to our clients, making sure they feel special
- The implementation of effective marketing and promotional activity will be the key as you'll be required to organise and support with various events, exhibitions and promotions

Skills and Experience Requirements:

- Proven track record of achieving sales targets
- Previous 1-2-1 sales experience
- Financially motivated by commissionable sales
- Ability to confidently use the phone to generate leads and business opportunities
- Confident, stylish sales people with exceptional levels of customer service
- Personality is central to making a success of this role and we specifically look for people who are enthusiastic and professional with a genuine interest in people
- A driving license is desirable as you may be required to undertake home consultation visits with clients
- A detailed prior knowledge of art is not required as full training is provided, but previous sales experience is essential

Please note this job requires the candidate to perform a number of physical duties on a daily basis. All candidates must be able to deal with the physicality of the role.

Further job details:

- **Salary: £18,000 per annum plus commission and bouns - OTE £28,000+**
- **Job Type: Full Time, Permanent**
- **Work Hours: 37.5 hours (Evening and weekend work included)**
- **Sector: Retail, Sales**