



kitchenarchitecture

Design Manager: sociable living spaces

Company: Kitchen Architecture Ltd

Wilmslow, Cheshire covering area North of Birmingham

Remuneration: basic salary £35K + commission + company pension scheme

Kitchen Architecture is a progressive, innovative and design-led company with three state-of-the-art design centres displaying the best products to cater for our clients' needs, tastes and budget.

We are looking for a Design Manager to join our commercial sales team in our Cheshire design centre and deliver service, knowledge and intelligent design propositions, all underpinned by Kitchen Architecture's core values and our unique client experience.

You will work alongside our nine teams of experienced kitchen/furniture engineers; project managers; appliance manager; servicing department; and marketing department. You will undergo the Kitchen Architecture training and induction programme, bulthaup three-day induction, and ongoing appliance training.

Responsibilities

Reporting to the managing director, you will be responsible for the following.

- Achieve an agreed quarter and annual sales target
- Find, develop, and maintain relationships with clients and key referrers.
- Create multi-functional living spaces using established Kitchen Architecture design principles.
- Use CAD to prepare Kitchen Architecture design proposals for presentations, including P&E drawings.
- Check and sign-off on technical details sent to fitting team and on appliance ordering and delivery.
- Ensure that, post installation, all the small items and snagging are ordered and completed to client satisfaction.
- Manage all installation and snagging issues and be contactable at any stage of project installation.
- Acquire full working knowledge of bulthaup, Teddy Edwards, system KA, agape and Roshults furniture ranges, fixtures, and finishes.
- Acquire full working knowledge of appliances and accessories outside of our chosen suppliers' range.
- Acquire full working knowledge of all design centres.
- Answer the phone and deal with telephone queries.
- Required to work one Saturday in three with TOIL



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Qualities/attitude we are looking for

- Approachable, naturally friendly, diplomatic
- Driven to exceed expectations always.
- Hungry to find and follow-up leads.
- Dynamic and good networker able to develop relationships with interior designers and architects.
- Energetic, ambitious, and positive with a can-do attitude.
- Role model, teacher, and leader able to motivate junior team members.
- Represent the Kitchen Architecture brand and enhance the Kitchen Architecture experience for clients.
- Commitment to Kitchen Architecture's core values and standard operating procedures.
- Good team player.
- Effective communicator (both written and oral) with excellent telephone manner.
- Able to deal with more than one project confidently and competently.
- Travel wherever projects require.

Skills/experience

- Proven track record in sales, networking, and building relationships with referrers.
- Proven design ability, preferably with a degree in design (architecture, interior design, furniture, product)
- CAD experience (autocad)

To apply, please send cv and covering note to workwithus@kitchenarchitecture.co.uk.

We will contact successful applicants by telephone or email to arrange an interview.