

GRANBY WORKSHOP

15 Cairns Street, Liverpool L8 2UN
info@granbyworkshop.co.uk
0151 727 5508

Position: Sales Associate

About

Granby Workshop is a design-led manufacturer of ceramics based in Liverpool.

Our products are designed through extensive material investigations. We combine craft techniques with an experimental sensibility to develop new materials and finishes.

We believe in the creative potential of manufacturing and use techniques that introduce chance and randomness to the production line so that no two products are ever the same. Our unique ceramics make distinctive and playful additions to buildings & interiors.

We are looking for a passionate and experienced individual to join our team, to oversee and grow the trade side of our business – supplying tiles and other architectural ceramics for building projects, dealing with architects, interior designers and specifiers.

The Role

- Being the main point of contact for all trade enquiries, communicating with architects, interior designers and specifiers.
- Responding to enquiries, sending out samples & catalogues, following up and tracking progress.
- Providing costings for trade jobs and issuing invoices
- Managing client relationship for trade orders throughout production and beyond, understanding the deadline and project-driven nature of architectural commissions.
- Keeping the trade client database up to date and accurate.
- Seeking out new clients and creating new opportunities for Granby Workshop in the UK and globally.
- Creating trade-orientate communication materials such as a trade newsletter, and contributing to our social media accounts for our B2B audience.
- You will be expected to contribute to the wider growth and development of the workshop, through discussions at our weekly meeting and sometimes taking on tasks and responsibilities which are outside of the scope of your day-to-day role.

Requirements

- Familiarity with the architectural and interior design world, primarily relating to the use and application of architectural ceramics.
- Sales experience a must, preferable from building products background.
- Design experience a bonus.
- Self-motivated with a proactive approach

- Excellent organisational skills with the ability to prioritise work appropriately and work independently
- Able to absorb technical information and articulate it in a clear way
- Friendly, relationship-building skills.
- There is a small core team working regularly at the workshop. Its important you can work well in a team and can help us create an open, supportive and enjoyable working culture.
- We encourage applicants from L8 and/or with a personal connection to Granby.
- We we want someone who likes what the Workshop produces, shares our values and can see themselves committing for at least the next 2-3 years.

Contract type:	Full-time, with a three-month probationary period. Part-time and flexible working will be actively considered, and terms will be discussed with all candidates invited for interview.
Hours:	Monday – Friday, 9am – 5.30pm
Salary:	We operate a flat pay structure so everyone is paid the same regardless of their role. The current rate is £22,000 PA. As the company grows and develops, this base rate of pay will increase.
Annual Leave:	28 days holiday entitlement, including bank holidays. The workshop is also closed 25 – 31 December inclusive.
Location:	15 Cairns Street, Liverpool L8 2UN
Applications:	By email to info@granbyworkshop.co.uk by 12pm, 19/11/18
Materials:	CV on a single side A4, with covering letter. Please note we will only accept digital applications - hard copies will not be considered.
Start date:	Flexible.
Interviews:	Interviews will be offered during the week of 03/12/18 – 07/12/18 between 9am - 1pm. Any candidates with restricted availability during these times should indicate this clearly in the covering letter.

GW welcomes applications from individuals requiring flexible working terms, and from individuals with any employment and educational background provided they can demonstrate a suitable level of experience and competence.