



Careers

6AM c/o Technolite (Singapore) Pte Ltd
UEN199401077Z | GSTReg.No.M2-0119215-3

We are always on the lookout for creative and driven individuals, if you think you would be a good fit for 6AM contact info@studio6am.co

Contract Sales Consultant for

6AM is a design store offering access to exclusive design products from lighting to accessories and functional hardware from artisanal brands on the cutting edge of design. Driven and inspired by simple and bold aesthetics, we are creative collaborators, experiential, working alongside design professionals and artists to craft residential and commercial environments that embody a vision.

The role

A Contract Sales Consultant role is available for a highly motivated candidate who has a strong interest in design and a personable, confident nature. This is a sales role which requires you to represent our business and build a strong rapport with key interior designers and premium clients. The successful candidate must have at least two years' sales experience within the architecture and design industry as well as a proven sales track record.

Key responsibilities

- Develop and grow our business with interior designers and leading organisations across residential, commercial, and hospitality sectors.
- Develop client relationships with interior designers through the delivery of engaging presentations, regular contact and other relationship building activities.
- Reach and exceed a defined set of KPIs and budgets.
- Build and maintain a healthy client database for assistive marketing and relationship building purposes.
- Find new ways to foster commercial growth through direct business, builders, project managers, and other sectors.
- Attend trainings, industry events, conferences and seminars to actively maintain industry and design knowledge.
- Liaise with operations team on project management.
- Deliver after sales service to encourage repeat business.
- Any additional duties as you may be required to perform within your skillset and experience.

Essential requirements

- Confident, personable nature, positive attitude and be highly motivated.
- Impeccable presentation, manners and etiquette.
- Attention to detail, takes initiative and be customer-oriented.
- A strong personal interest in design.
- A desire to work effectively and autonomously within a small team.
- Excellent organisational skills and the ability to prioritise busy situations.
- A proven sales track record.
- Previous sales experience, including at least two years working in the architecture and design industry.