

## Sales Manager

Location: **Ideally based in Surrey, West Kent or South Essex (with travel across the South of the U.K.)**

Remuneration: **Up to £45,000 basic + Uncapped Commission + Company Car / Car Allowance**

**Are you a confident, outgoing sales professional looking for your next challenge with a respected industry leader? Do you thrive on building strong relationships and delivering outstanding customer experiences? If so, this could be the perfect opportunity for you.**

At **Designworks Tiles** ([designworkstiles.com](https://designworkstiles.com)), we are proud to be the UK's leading supplier of premium swimming pool and surround tiles. From high-end residential pools to luxury commercial spas, our curated range of mosaics and porcelains - including technical anti-slip tiles - is trusted by architects, designers and installers across the country. With expert knowledge developed through years of specialist projects, we've earned our reputation as the go-to name in the industry. Designworks Tiles is part of **Original Style** ([originalstyle.com](https://originalstyle.com)), a respected British manufacturer established in 1981 and based in Devon.

### About the Role

You will be responsible for developing and managing relationships with our B2B customers - including designers, architects, and contractors - as well as presenting to their end clients. You'll work closely with both our customers and their clients to understand their needs, deliver tailored product recommendations, and ensure exceptional service at every stage of the project.

In addition to managing existing relationships, you'll also be proactive in identifying and cultivating new business opportunities to help drive growth.

This role will involve travel across the South of the U.K., with meetings in our Fulham showroom or on-site with customers or their clients. We'll provide full product training to ensure you can speak confidently about our collection - but your sales expertise, communication skills and drive to deliver great results will be key to your success.

### What We're Looking For

- Proven sales experience (B2B experience is a plus).
- Strong interpersonal and relationship-building skills.
- A confident communicator with a positive, proactive mindset.
- Professionalism and discretion when working with high-net-worth individuals and public figures
- Self-motivated, resilient, and customer focused.
- Full U.K. driving licence.
- Willingness to travel regularly across the region.

### What We Offer

- Competitive OTE package.
- Company car or car allowance.
- Uncapped commission structure.
- Full training and ongoing support.
- The opportunity to work with a well-established, design-led brand.

## JOB DESCRIPTION

Designworks Tiles is the dedicated B2B swimming pool specialist arm of Original Style, one of Britain's largest tile manufacturers and distributors. Based in Exeter and employing circa 190 staff. With a showroom in Fulham, Designworks is the leading supplier of innovative porcelain tiles, copings, grilles and glass tiles, catering to the vibrant swimming pool and wet leisure market.

Our products can be found in national leisure chains, private pools, spas and steam rooms. Our aim is to deliver high quality, innovative and bespoke products and solutions to support a diverse leisure industry.

<b>JOB TITLE:</b>	<b>SALES MANAGER (SOUTH U.K.)</b>
<b>DEPARTMENT:</b>	<b>CONTRACT SALES</b>
<b>REPORTS TO:</b>	<b>ASSOCIATE CONTRACT SALES DIRECTOR</b>
<b>BASED:</b>	<b>SOUTHERN HOME COUNTIES / ESSEX</b>

### PURPOSE OF THE ROLE

To manage and develop relationships with our existing B2B customers and generate new business through outstanding and passionately delivered customer service. Liaising with contractors, designers, specifiers and end customers, you will relish in the challenge of winning new business, finding solutions and building long term relationships within this sector.

### MAIN RESPONSIBILITIES

- Drive business across the South of the U.K., meeting with clients and presenting stylish, innovative solutions aligned with our target market.
- Build and maintain strong relationships with new and existing clients within your territory.
- Work closely with customers and their end clients to understand their needs, deliver tailored product recommendations, and ensure exceptional service throughout each project.
- Proactively identify and cultivate new business opportunities to support ongoing growth.
- Collaborate with all stakeholders to ensure successful project outcomes.
- Stay informed on industry trends and project opportunities through ongoing research and engagement with industry contacts.

## **HEALTH AND SAFETY**

- Endorse and promote a positive and conscious health and safety culture within the Company. Ensure always take reasonable care of their own health and safety and that of others who may be affected by their acts or omissions.
- Ensure compliance with all health and safety, quality and human resource policies and procedures of Original Style.

These are the main functions of the job but the incumbent may be required to carry out other duties as may be reasonably required to meet the demands of the business.

## **PERSON SPECIFICATION**

- Ideally you will have some knowledge of the pool and spa market but this is not essential.
- Most importantly you will need to be outgoing, confident and passionate about people and product.
- Possess a 'can do' attitude.
- Enjoy problem solving.
- Be a talented communicator.
- You will be IT literate with good MS Office skills.
- A strong self-starter, who is able to work independently, self-managing your time and priorities.
- You will have past sales experience of dealing within a B2B environment
- You must possess a valid full driving licence.

## **REMUNERATION AND BENEFITS**

We offer a competitive salary and benefits including a contributory pension scheme, 23 days holiday (increasing to 26 days with service) plus public holidays, staff discounts, death in service cover and Medicash Healthcare Cashplan (including shopping, travel and gym discounts). In addition there is structured training and the potential for career progression within our growing dynamic Company.

## **HEAD OFFICE LOCATION**

Original Style's head office has free parking close to junction 30 of the M5 at Falcon Road, Sowton Industrial Estate, Exeter, Devon, EX2 7LB.

## **BACKGROUND INFORMATION ON ORIGINAL STYLE LIMITED**

Please refer to the following websites: <http://www.originalstyle.com>  
<http://www.designworkstiles.com>  
<https://www.clayandrock.co.uk>  
<https://www.countytilewarehouse.co.uk>

## **HOW TO APPLY**

**Applicants should send their CV and a cover letter (including current salary and salary expectations) to Diane Smith, Human Resources Manager, by email to [dsmith@originalstyle.com](mailto:dsmith@originalstyle.com).**