



UK SALES MANAGER



The Gloster group currently consists of four separate entities – Gloster America, Gloster Indonesia, Gloster Germany, Gloster UK plus our own A&D Studios in New York, Los Angeles, Chicago and Florida.

We have now decided to pursue our long-term goal of going direct to the market, in order to secure and expand the strategically important UK trade business.

JOB SUMMARY

Responsible for sales and building up the network in the UK to...
Specifiers, Architects and Designers.
Residential Interior and Garden Designers.
International Designers with large scale and international projects.
Global Hospitality Partners such as Hotels, Private Members Club, Spas, Restaurants.

RESPONSIBILITIES

To hit the ground running based on the acquisition of new business opportunities according to our mission.
Maintain existing UK contacts and expand our UK business through specifiers, architect and designer projects.
Introducing new Gloster collections and engage with designer, architect and clients.
Visiting our partners on a frequent basis and ensuring a high level of support throughout the year.
Present yearly sales and marketing activities in cooperation with our partners.
Reflect our vision and brand values.

JOB SPECIFICATIONS

You are experienced in presenting and selling high-end products.
You come with proven track record from established architect and designer contacts
You are self-motivated and can work with a minimum of supervision.
You are capable of strategically prioritizing multiple tasks in a proactive manner and used to working independently.
You are passionate about design and ensuring our clients are successful; we love seeing hunger and ambition.

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PHYSICAL DEMANDS

Travelling by car, train and aeroplane.
Working from home office and remotely including virtual engagement calls with stakeholders and colleagues.
You are based within commutable distance to London.

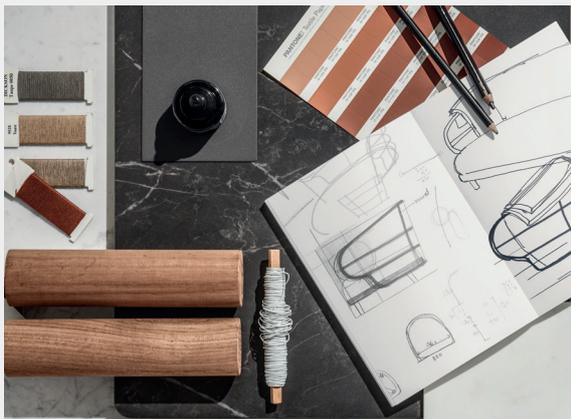
WE OFFER YOU

UK Employment through our UK office including customer service support.
A permanent, full-time position with challenging tasks in a growing premium brand.
Your personal development is important and will be supported by diverse activities and training courses.
Basic salary + sales commission.

We look forward to your comprehensive application documents by email.
Please give us your earliest possible starting date and your salary expectations.
You will be interviewed by EMEA Sales Director and Group CEO.

Contact Details: Gloster Sales Director (EMEA), Lasse Noerbaek (job@gloster.com)

www.gloster.com



The story of Gloster Furniture begins with the decision of our founder, Paul Wallevik, to leave his native Denmark to start furniture production in Ghana in 1957. From these modest beginnings, Gloster has grown to become one of the largest international manufacturers of outdoor furniture, with offices world-wide and our own manufacturing facility in Indonesia - where more than 650 craftsmen work to create the finest quality outdoor furniture.

We believe in better design through craftsmanship & innovation and our production of teak is characterised by our approach. We believe that our customers must be able to trust us, so we treat the world, its resources and its people with respect and aim for low environmental impact and sustainability in all our activities. In December 2018 Gloster was granted the unique opportunity of establishing our own, private teak plantation on the island of Java, Indonesia. This opportunity was earned thanks to our loyalty to manufacturing in Indonesia over the past 3 decades.