

Strategic Business Development/Sales Manager in Ikeja

Position: Strategic Business Development/Sales Manager

Location: Ikeja, Lagos

Employment Type: Full-Time

Profile: A reputable interior decoration company specializing in turnkey projects and the retail of luxurious interior décor accessories.

Job Summary

We are seeking an experienced and results-driven **Strategic Business Development/Sales Manager** to join our team. The ideal candidate will be responsible for developing and implementing sales strategies to drive business growth, managing client relationships, and leading a team of customer service representatives and corporate sales associates. This role requires a strategic thinker with strong leadership, negotiation, and networking skills to expand our market presence and deliver exceptional results.

Key Responsibilities

1. Business Development and Sales Strategy:

- Develop and execute innovative business development strategies to drive sales growth in turnkey interior design projects and luxury décor accessories.
- Identify and target high-value clients, including high-net-worth individuals, real estate developers, corporate organizations, and architects.

2. Client Relationship Management:

- Build and maintain strong relationships with clients to secure large-scale interior projects

and repeat business.

- Ensure exceptional customer service delivery to foster long-term client loyalty.

3. **Team Leadership:**

- Lead, motivate, and manage the customer service and corporate sales team to achieve and exceed sales targets.
- Provide coaching, training, and performance feedback to team members.

4. **Market Analysis and Opportunity Identification:**

- Monitor market trends, customer needs, and competitor activities to identify new business opportunities.
- Use insights to develop tailored sales plans, presentations, and proposals.

5. **Sales Process Management:**

- Oversee the end-to-end sales process, from prospecting and lead generation to contract negotiation and deal closure.
- Ensure seamless coordination between sales, design, and project teams.

6. **Reporting and Performance Tracking:**

- Prepare weekly and monthly sales reports, providing insights on performance, market trends, and growth opportunities.
- Present reports to senior management and recommend actionable strategies.

Requirements & Qualifications

- Bachelor's degree in Business Administration, Marketing, Sales, or a related field.
- **Minimum of 5 years of experience** in sales, business development, or a similar role within the interior design, real estate, or luxury retail industry.
- Proven track record of generating leads and closing high-value sales.

- Experience in both **B2B and B2C sales**, particularly in the luxury or interior design sector.
- Strong understanding of luxury interior décor trends and consumer preferences.
- Excellent communication, negotiation, and interpersonal skills to engage high-net-worth individuals and corporate clients.
- Creative mindset with the ability to design innovative sales campaigns and promotional strategies.
- Experience leading and motivating sales teams to achieve targets.
- Knowledge of digital marketing strategies, social media, and e-commerce in luxury sales.
- Ability to collaborate with marketing teams to enhance brand visibility and market reach.

Key Skills

- Strategic thinking and business development
- Client relationship management
- Team leadership and performance management
- Sales process optimization
- Market analysis and trend identification
- Excellent communication and negotiation skills
- Creativity in sales and marketing strategies
- Proficiency in digital marketing and e-commerce

Remuneration

- Attractive Salary + commissions and performance-based incentives.

Why Join Us?

- Be part of a reputable and innovative company in the luxury interior design industry.
- Opportunity to work with high-profile clients and large-

scale projects.

- Competitive salary with performance-based incentives.
- Professional growth and development opportunities in a dynamic and creative environment.

How to Apply

Interested candidates are invited to submit their **resume** and a **cover letter** detailing their relevant experience and why they are the ideal candidate for this role to; hr@globalclique.net, Please use “Strategic Business Development/Sales Manager” as email subject.