

# SOLA\*KITCHENS

## Job description Junior Sales designer

A Junior kitchen designer works with clients to discuss all aspects of creating, remodeling, or updating the kitchen area of their home. Basic knowledge in discussing building materials, themes, colors, patterns, and room layout with a client is required. Sketches needs to be produce and drawings based on what the client tells us he or she wants, which will serve as a basic plan for the remodeling of the kitchen.

The role includes annual sales of kitchens with an annual target of £350K.

**Definition:** Working with supervision, shadowing senior designers, small projects to be run independently. Senior designer could run larger projects and be in lead with the client and junior designer to be second in command, communication with client, but senior designer doing closing.

A Junior designer will form relationships with the customers and manage small project planning from execution of the installation and the completion of the finished project.

You participate in taking the brief from the client, you assist in the drawing and help to prepare the presentation, you sit in on presentations but the senior designer is in the lead, you assist in doing amendments and strategize on how to close the client.

A Junior designer will have help to produce contracts and to put kitchens into production. You are assisting in the checking of orders and contracts, to start to get more experience in pricing and profit margins.

Basic knowledge in appliances required to describe differences in features and functions with clients.

Skills and experience required:

- Experience in designing kitchens to retail customers in the UK as a Technical designer or similar role.
- Interior design, Product design or architectural background.
- Ambition to work and meeting sales targets
- Excellent written and spoken communication skills.
- Well organised and good attention to detail is essential.
- You will have an outgoing and positive personality with confidence in your own design and ability.
- Be able to use CAD software to design the kitchens hence experience of CAD design is essential.
- Other skills required: Sharp, creative eye; good listening, drafting, layout skills and architect scales, administrative skills.