

Join the LOFT Team as a Senior Sales Executive!

About LOFT:

At LOFT, we're revolutionizing the property industry across the UK with our cutting-edge furnishing solutions! As a leading force in the market, we blend design, volume installation, and seamless replenishment to create extraordinary spaces. Our vision? To make LOFT the go-to choice for landlords, agents, property developers, BTR, and student accommodations nationwide.

With ambitious growth targets—including a 15% revenue boost and expanding into new markets—there's never been a more thrilling time to join us. We're embracing AI and automation to supercharge our outreach and productivity. If you're ready to be part of something big, keep reading!

Your Mission as a Senior Sales Executive: As a senior member of our dynamic Sales Team, you'll play a pivotal role in driving new business and nurturing relationships with key clients. You'll have the freedom to strategize, innovate, and directly impact our growth.

Key Responsibilities:

-  Identify and secure new business opportunities nationwide.
-  Develop and deliver compelling presentations showcasing LOFT's unique offerings.
-  Build and maintain strong relationships with residential property professionals.
-  Provide weekly pipeline and opportunity reports to the Group Sales Director.
-  Represent LOFT at industry events, networking opportunities, and trade shows.
-  Collaborate with Marketing to leverage AI tools for automated outreach.
-  Act as the go-to contact for our clients, ensuring top-tier service.

Your Impact:

- Drive a 15% increase in revenue.
- Lead the charge in expanding into new sectors via HubSpot and LinkedIn.
- Boost our AI-powered outreach efficiency.
- Enhance the customer experience with our self-service capabilities

About You:

- Proven track record in sales and business development.
- Exceptional communication and relationship-building skills.
- Passionate about innovation and staying ahead of industry trends.

Ready to Redefine Property? Join us at LOFT and help shape the future of property solutions in the UK. Apply now and be part of a team that's transforming spaces and experiences—one project at a time!