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United Kingdom



PR/118069 | Project Sales Manager

Job Information

Recruiter

JAC Recruitment UK

Job ID

1552003

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

July 15th, 2025 10:35

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

One of the world-famous companies of premium sanitary products is seeking Project Sales Manager, who is responsible for presenting their high-end products to clients such as Commercial Interior designers, Architects, or luxury hotels and oversee the project management.

Base Salary: Up to £60K (+ Bonus)**Location: London, United Kingdom****Hybrid working: Able to work from home 2 days/week**

*Overseas business trip 1-4 times/year

Job Summery

- In this role, you will be responsible for fostering the adoption of products in building projects and building/maintaining relationships with clients.
- Communicating the advantages and unique selling points of their products to customers (Commercial Interior designers, Architects, Project dealers, Hoteliers, the operation teams, and companies with their own premises in mainly London).
- Increasing awareness of their brand by providing good service.
- Getting their specification by strengthening relationships and co-operation with all customers to achieve continuous business development and high profitability.

Main responsibilities

- Building and maintaining relationships with architectural firms and designers outside the UK
- Promoting product demand by providing competent and friendly advice to customers
- Managing and following up on project progress
- Conducting business negotiations and client interactions through overseas trips (1–4 times per year)
- Proposing and presenting company products, and participating in exhibitions and events
- Researching and understanding plumbing and electrical regulations in each country
- Researching and analysing market trends and competitive products
- Monitoring sales, quality and quantity of specifications, turnover, cost, and profit planning
- Driving operations through close collaboration with operational departments and other teams
- Acquiring new customers, supporting existing ones, and establishing contact with potential clients
- Recording, updating, and analysing customer data, and preparing weekly reports based on KPIs

Mandatory Requirements

- Experienced in Sales of sanitary products to Commercial Interior designers, Architects, Project dealers, Hoteliers, the operation teams, or companies with their own premises is a must.
- Experience in selling bathroom-related products such as toilets, faucets, showers, and bathtubs.
- Able to commute to the office in London 3 days/week
- Valid working visa holder in the UK with no restriction and remaining 2 years
- Driving license B
- Entrepreneurial behaviour, analytical skills and ability to work in a team
- Efficient and structured way of working, especially with regard to independent route planning
- Ability to adjust flexibly in a small organisation
- High sales and empathic ability towards customers and colleagues
- Willingness to succeed and expand sales

Preferred Requirements

- Experienced in Sales of luxury sanitary products.
- Established connections to luxury hotels, commercial interior designers, project-based distributors, architects, hoteliers, hotel operators, and individual hotel operation teams will be given preference.
- Knowledge of international plumbing and electrical regulations

- Knowledge of the sanitary industry
- Knowledge of interior design or architectural design

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Company Description