

BADGLEY MISCHKA H O M E

About Badgley Mischka Home:

Mark Badgley and James Mischka launched their namesake brand in 1988 and since the beginning Badgley Mischka has captivated the fashion press and prominent retailers around the world with their sophisticated style that caters to a younger, more modern couture customer, without forsaking women of any age. The design duo has made their mark over the past two decades with glamorous, stylish, and wearable evening wear and accessories. Mark Badgley and James Mischka have been hailed by Vogue as one of the "Top 10 American Designers" and as the darlings of the Hollywood set.

We are proud to be developing Badgley Mischka's first-ever home collection, and are currently seeking a full-time Sales Account Executive to work in our West Hollywood showroom.

Responsibilities:

- Sell furniture and home décor to the wholesale and designer market (US and International)
- Meet sales goals on a monthly, quarterly and annual basis
- Research new leads and cultivate a targeted list of potential clients
- Maintain existing customer base and track ongoing communication
- Implement a top-down sales strategy, targeting key roles to convert prospects into clients
- Service potential customers by providing timely responses to questions, and providing materials as requested
- Manage pipeline of prospective customer orders and existing customer re-orders
- Actively participates in the customer ordering process, and services customers from order entry to delivery
- Communicate and coordinate with other internal departments, including offsite production team
- Create client proposals, presentations, recaps, and reports
- Integrate new products and SKUs into existing PO management system
- Represent PTM Images / Badgley Mischka Home by spending time in the field at trade shows, conferences, and seminars
- Support Badgley Mischka Home's independent sales representatives to provide selling materials and other sales-related requests
- Manage sales-marketing efforts and client mailing lists, and maintain sales lead database
- Participate in daily showroom efforts to support the needs of the business

Key Requirements:

- 2+ years sales experience
- Ability to travel for out-of state tradeshows
- Proficiency in Microsoft Office programs
- Wholesale furniture and home décor experience (preferred)
- Customer service experience (preferred)
- Startup experience (preferred)
- Based in Los Angeles, CA
- Bachelor's Degree

Our Ideal Candidate:

- Exemplifies entrepreneurial spirit, self-motivation, persistence, and a strong work ethic
- Identifies and resolves problems in a timely manner; develops alternative solutions
- Is eager to introduce him or herself directly to businesses and reach decision makers, and is comfortable selling over the phone
- Is able to effectively manage multiple projects and heavy workload
- Has a high level of attention to detail
- Demonstrates clear and professional written and oral communication skills
- Works efficiently and independently with little direction
- Contributes in a wide range of capacities and is an actively participating member of our small team