



WOOD COUTURE

Business Development Analyst



About Wood Couture

Wood Couture manufactures bespoke furniture, artwork, and decorative accessories, specializing in loose furniture for high-end hospitality and residential projects. Our approach leverages technological innovation and in supporting passionate people to pursue their ideas. The helm of this approach are our expert leaders who steer the company, guided by their extensive experience in all areas of hospitality. With over 27 years of experience, 28 workshops, over 45,000 units delivered and over 100 completed luxury projects worldwide, we are Wood Couture.

Purpose

You will be expected to interact with potential and existing clients through emails, telephone calls, and meetings to help generate qualified leads.

Skills & Requirements:

- Previous experience in FF&E, Manufacturing Industry.
- Goal orientated individual
- Highly presentable and articulate. Able to establish credibility, influence and communicate effectively at all levels and across all disciplines. Decisive although consultative in style.
- Open minded and lateral thinker
- High energetic approach to driving things forward, and self-driven to achieve results.
- English Fluency (both written and verbal) is a must.

Duties & Responsibilities

- Communicating with customers, making outbound calls to potential customers, and following up on leads.
- Understanding customers' needs and identifying sales opportunities.
- Answering potential customers' questions and sending additional information per email.
- Keeping up with product and service information and updates.
- Creating and maintaining a database of current and potential customers.
- Explaining and demonstrating features of products and services.
- Staying informed about competing products and services.
- Upselling products and services.
- Researching and qualifying new leads.
- Closing sales and achieving sales targets.
- All other relevant tasks from time to time

OUR CLIENTS

