

## Orac Decor – Account Manager

### Account Manager

**With an eye for interior design... or two!**

**Are you seeking an exciting challenge in the interior design industry? Do you have an entrepreneurial mindset and a passion for sales and business development? If so, this could be the perfect opportunity for you!**

**As an Account Manager at Orac UK, you will be a key driver of our growth, helping us expand our presence in the South East, South West, East Midlands, and West Midlands. If you're ready to make an impact, keep reading!**

We are a family-owned Belgian company and leader in architectural elements for walls for over 50 years. From our headquarters in Ostend, our innovative products are available across Europe, from Paris to Köln, London, Barcelona, Slovakia, Lecco, and beyond.

At Orac, we believe every wall is a blank canvas. Where others see a flat surface, we see a world of possibilities.

Our commitment to sustainability is at the heart of everything we do. We strive to make a positive impact not only today but also for future generations. Sustainability is a core value that guides our choices—choosing the good one for our planet, people, and community. We believe in a world in which digital technologies and data enhance the customer experience. A solid digital backbone combined with strong local teams is a powerful mix for our growth.

### Your Role: what you'll be doing

As an Account Manager, your mission is to drive business growth by achieving ambitious sales targets. You will leverage your sales expertise to acquire new projects and close deals with key stakeholders, including wholesalers, contractors, architects, and installers.

- **Fieldwork Focus:** you'll spend 3-4 days per week on the road, meeting potential clients and forging strong relationships.
- **Strategic Growth:** 80% of your time will be customer-facing, actively expanding your network and driving sales.
- **Operational Support:** 20% will be desk-based, ensuring smooth operations and strategic planning.
- **Team collaboration:** You'll be supported by an experienced team to help you navigate and succeed in your role.

### Who are you?

- **Proven Sales Experience** – A strong track record in sales, with the ability to drive business growth.
- **Passion for interior design** – Enthusiasm for design, architecture and lifestyle trends.

- **Excellent networker** – Skilled in building relationships, in-person and via social networks.
- **Self-Driven and Results-Oriented** – Motivated to succeed with an autonomous and proactive mindset.
- **Organized** – Naturally structured with strong planning and execution skills.
- **Adaptable & Flexible** - Thrives in dynamic sales environments.
- **Technical knowledge (advantageous)** – Ability to read technical drawings and understand project specifications.
- **CRM Experience (preferred, not required)** – Familiarity with CRM is a plus.

**And of course, our offer to you...**

We give personality to walls and opportunities to personalities.

- Competitive Salary, Bonus & Benefits – A rewarding compensation package tailored to your experience.
- Car Allowance
- 25 days holidays
- Private medical insurance plan
- Work with a creative and forward-thinking team that values operational excellence.

PASSION, INSPIRATION and LOYALTY are our values. Join a dynamic company with a fun and stable working environment. We would like to welcome you to our ORACIAN family!

**What Success Looks Like**

- Within 30 days, Full training on Orac's culture, products and processes.
- Within 60 days, Independently conducting Orac customer visits.
- At 90 days, A structured account plan in place to achieve sales targets.

<http://www.oracdecor.com>