ATELIER ✦ M

Position: Sales Representative

Location: Antwerp

Website: ateliermjewellery.com

THE COMPANY INFORMATION

Atelier M represents fine jewelry excellence, specializing in exquisite collections in natural and lab-grown diamonds. Based in Antwerp, the heart of the European diamond and jewellery industry, we curate and distribute high-end jewellery across an expanding network of retail partners and wholesale accounts throughout Europe. We are dedicated to exceptional craftsmanship, timeless design, and building lasting client partnerships.

JOB DESCRIPTION

As a part of our European expansion, an opportunity has arisen for a Sales Representative to join our team. This role offers you the chance to drive B2B brand growth, manage wholesale accounts, and present our physical collections to retail partners across Europe.

We are seeking a highly driven and capable individual who is passionate about fine jewellery, relationship-building, and creating opportunities for business expansion.

We are 100% focused on providing the best partner experience from start to finish. This includes proactive sales outreach, product advice, collection presentations, and collaborating on commercial growth strategies. We need someone who will contribute to ensuring Atelier M continues to be a trusted leader in the fine jewellery trade.

RESPONSIBILITIES

- Identifying new wholesale accounts, retail doors, and business development opportunities across Europe.
- Managing and nurturing existing client relationships via phone, email, and face-to-face meetings.
- Presenting physical jewellery collections and conducting sales appointments with European buyers and partners.
- Managing orders, tracking deliveries, and coordinating stock requests in collaboration with the operations team.
- Ensuring high standards of presentation during trade shows, client viewings, and trunk shows.
- Working closely with the wider team to identify market trends, process improvements, and sales expansion strategies.

PERSONAL REQUIREMENTS

- Outgoing and friendly professional personality.
- Minimum experience in a sales, account management, or luxury retail/b2b environment.
- Excellent verbal, written, and interpersonal communication skills. High attention to detail.
- Ability to build strong, lasting commercial relationships.
- Proactive thinker, effective decisionmaker, and creative problem solver.
- Working knowledge of MS Office (Word, Excel, and Outlook).
- Flexibility for travel across Europe to meet with clients and partners.
- Fluency in English is required; additional languages such as French, Dutch, or others are a strong plus.

THE BENEFITS INFORMATION

- Fantastic career development and international growth opportunities.
- Competitive salary accompanied by a performance-related bonus/commission structure.
- Generous staff discounts for fine jewellery and diamonds.

TO APPLY FOR THIS POSITION:

Please submit your CV and cover letter to accounts@ateliermjewellery.com, along with your current or expected salary.
Due to the high volume of responses, only those applicants under consideration will be contacted.
We appreciate your interest in joining Atelier M.