

Sales & Business Development Director - Luxury Design, Art & Lifestyle

Shape Relationships. Inspire Confidence. Become the Face of an International Luxury Design Brand.

Are you a charismatic, entrepreneurial commercial leader who thrives in luxury environments, cultivates influential relationships and transforms trusted connections into exceptional commercial opportunities?

At David Harber, we're seeking an accomplished relationship-builder and brand ambassador to become a recognised figure within the global design community, champion our award-winning collections and help drive the next phase of international growth.

This is far more than a sales leadership role.

You'll become the public face of David Harber across the luxury design world, building relationships with leading landscape architects, interior designers, architects, developers, hospitality brands, collectors and high-net-worth individuals while leading a talented sales team and personally delivering meaningful commercial growth.

The Role at a Glance:

Sales & Business Development Director
Hybrid Working | Didcot, Oxfordshire HQ (2-3 Days Per Week) + UK & International Travel
Full Time - Permanent

Company: Multi-award-winning, internationally renowned luxury sculptures, sundials and water features

Our Values: Creativity. Teamwork. Excellence. Collaboration. Pride

Clients: High-Net-Worth Individuals, Landscape Architects, Garden Designers, Property Developers, Architects, Art Consultants and Luxury Hospitality Brands

Projects Destined For: Prestigious Private Estates, Luxury Developments, Hotels, Public Spaces and Iconic Gardens Worldwide

Pedigree: Recipient of The Queen's Award for International Trade. Seven-Time Chelsea Flower Show Tradestand Trophy Winner. Multiple International Design Awards

Highlights: Three sundials unveiled by Her Majesty Queen Elizabeth II and one by His Majesty King Charles III

Your Expertise: Luxury Sales Leadership, Business Development, Strategic Partnerships, International Growth, Client Engagement, Relationship Building and Team Leadership

Your Background: Luxury Design, Art, Architecture, Interiors, Landscape Design, Sculpture, Luxury Property, Bespoke Products or Premium Brands

Welcome to David Harber

David Harber is an internationally celebrated British luxury design house whose handcrafted sculptures, sundials and water features grace some of the world's most prestigious addresses.

From private estates and royal residences to luxury developments, world-class hotels and public spaces, our work combines artistry, craftsmanship and innovation to create pieces that transform environments and leave lasting impressions.

Every creation is handcrafted in rural Oxfordshire by a team united by a relentless commitment to excellence, originality and exceptional client experience.

Family-owned and proudly independent, our reputation has been built over decades through extraordinary design, meticulous craftsmanship and enduring relationships. Today, those same foundations continue to drive our growth across the UK and international markets.

Where You'll Shine

As Sales & Business Development Director, you'll operate at the intersection of luxury design, relationship capital and commercial leadership.

You'll be equally comfortable hosting clients at Chelsea Flower Show, representing David Harber on industry panels, cultivating relationships with influential designers in London and New York, identifying opportunities within luxury property and hospitality networks, and converting high-value commissions into long-term commercial partnerships.

Success in this role comes from building trust, creating visibility, opening doors and transforming relationships into revenue.

You'll become a recognised ambassador for the David Harber brand while helping shape the future commercial direction of the business.

What You'll Shape

- Commercial Growth & Business Development
- Industry Influence & Brand Representation
- Relationship Development
- Leadership & Team Development

About You

You're someone who naturally creates opportunities through your relationships, reputation and commercial instincts.

You understand that success in luxury markets is rarely about hard selling. It's about credibility, trust, influence and the ability to cultivate meaningful relationships that create long-term commercial value.

You'll likely bring:

- Significant experience within luxury design, interiors, architecture, art, bespoke products, luxury property, hospitality or related premium sectors
- A proven track record of securing and developing high-value client relationships
- Strong networks within luxury, design, property or high-net-worth communities
- Experience navigating long sales cycles and consultative buying journeys
- A demonstrable record of delivering commercial growth and revenue generation
- Exceptional networking, presentation and public speaking skills
- Gravitas, polish and presence without ego
- An entrepreneurial mindset and a hands-on approach to opportunity creation
- Resilience, patience and determination when developing complex opportunities
- Experience leading, mentoring and developing successful commercial teams
- The ability to balance strategic thinking with practical execution

The type of person who will thrive in the role

- A natural connector and relationship-builder
- Experience working with high-net-worth individuals, private clients and family offices
- Knowledge of landscape architecture, luxury residential design, public art or bespoke design-led products
- Experience selling bespoke, commissioned or premium products and services
- International business development experience, particularly within North America
- Comfortable engaging with affluent and influential audiences
- Commercially astute, curious and highly proactive
- Entrepreneurial in your approach to identifying and converting opportunities
- Equally effective in a boardroom, at an industry event or on a client site
- A recognised professional within your sector or someone ready to step into a larger leadership role
- Motivated by building something exceptional rather than simply managing a function
- Energised by representing a brand and being visible within your industry

Shape the Future of an Iconic British Luxury Brand

This is a rare opportunity to join an internationally acclaimed luxury brand at a defining moment in its growth journey. You'll have the platform, autonomy and influence to shape commercial strategy, build exceptional relationships and leave a lasting mark on a business renowned for craftsmanship, creativity and excellence.

If you're ready to become the trusted face of a world-class British luxury brand and help write the next chapter of an extraordinary success story, we'd love to hear from you.

Please contact Recruitment@davidharber.com with your CV and covering letter.