



MT INTERIORS

Craftsmanship and a listening ear are key to realising a customer's project, down to the last detail. Please explain.

'Most of our customers have a second home here in Spain and live elsewhere. Often they give us their keys and won't see the house before the complete renovation has been carried out. They give us their trust to successfully complete the renovation. In return, we listen extra carefully to their wishes in order to achieve the desired result. Our aim is to always exceed expectations.'

You offer quirky and exclusive interior decoration and high quality

customisation with a warranty. How exclusive?

'All of our projects are unique. Everything we create is custom made for the client, so no project is the same. We will add some of our magic to create a design that can be enjoyed for years. We do not follow trends because trends are short lived. We create!'

You coordinate between planners, producers, suppliers and contractors to ensure a smooth process. How?

'We work in a region known for its 'mañana' mentality. Our team largely consists of Spaniards but we always



work with strict planning. A construction process is full of surprises and yet we usually manage to deliver our projects within the stipulated time period.'

Who is the main point of contact?

What different languages does your team speak?

'Me! Tim, the business manager. I speak English, Spanish and Dutch. Our interior architect is Dutch and she speaks perfect English and Dutch. Contact between subcontractors, suppliers and employees is through me.'

You use lots of natural wood, and whites and blacks. Is this a common theme?

'Trends are perishable. We mainly try to work with natural materials. Whites and blacks bring peace to an interior.'

As well as interior styling and rebuilding, you carry out complete property renovations. What's your latest renovation project?

'We start with drawing the design followed by demolition and reconstruction work after which we finish with the interior design and styling. We are currently renovating a house that is literally glued to the beach in Estepona. These customers have entrusted us with their keys and will come back to Spain when their entire home has undergone a complete

transformation, down to the very last detail. They just have to unpack their bags and enjoy their new home.'

You consider yourself lucky in life to have chosen wood as a craftsmanship. How did this match made in heaven start and where has it taken you today?

'Woodwork fascinated me as a child. I worked for several renowned Belgian companies for a few years and then we started our own business, which was a success from day 1. We moved that business to Spain after 10 years.'

Which part of the market is MT Interiors trying to capture? How do you cope with very demanding clients?

'We focus on the upper segment, which can be challenging but we have no problem with a demanding set of requirements. That is the customer's right when trying to build their dream

home. And it would get boring quickly if everything was simple and the same.'

How do you assess an interior and understand, as a professional, how you can make this work for your client?

'There are customers who give us carte blanche, customers with numerous requirements, and customers who already know exactly what they want us to do. But no matter what type of customer they are, we always want to get to know them better before we start drawing.'

In the realisations section of your website, you present an extensive, but not exhaustive, overview of the various interior styles MT Interiors has already made happen.

'Our website shows a limited number of photos compared to all the work we have done so far. We hope that by seeing



these qualitative designs we encourage people to contact us and want to start building a new design together.'

What are the 3 main rooms or areas most clients focus on?

'Due to the pleasant climate here in the south of Spain, the main focus is on the outdoor area. As far as the interior is concerned, kitchens and bathrooms are very important.'

Your office is in Malaga and you also have a studio. Do clients meet you there or at their property?

'That's right, our office is located in Malaga and in our studio you can find an infinite number of samples of various materials. With these samples we can give our customers a clear picture of the

chosen materials and the final design. We prefer to have our initial interview on location in order for us to get to know them better and to see where the new project will take place.'

You have been with MT Interiors since 2015. Are you confident that the market will restart with a bang once the crisis is over?

'We consider ourselves lucky to be able to continue working during this period, although with stricter safety measures of course. As far as I am concerned we are not talking about a crisis, rather a pause button. People won't stop dreaming. So when someone will press the play button again we will be ready to start building dreams.'



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