



SALES MANAGER

Duties are included but not limited to the following:

General responsibilities:

- Work closely with the General Manager in driving sales initiatives
- Deliver steady growth across existing wholesale customers
- Establish and execute a comprehensive wholesale roadmap that aligns with the overall company strategy
- Achieve and exceed seasonal sales targets
- Build strong relationships and strategic partnerships with all wholesale partners
- Work with logistics to optimise shipping targets
- Collaborate with marketing team to drive retail marketing strategies and initiatives
- Demonstrate an intimate understanding of our products, vision, and business
- Analyse and communicate monthly reporting of results and developments across wholesale
- Ownership of order books and reporting structure
- Accountable for sample management, loss and recovery
- Accountable for the thorough implementation of all customer related initiatives, and the representation of the brand across all areas of distribution.
- Support the team in other commercial operations such as retail, own channel buying and special projects
- Initiate pop-ups, in-store installations and other marketing & sales driven activities with key partners to continuously reinforce brand presence and identity
- Oversee the brand's retail business activity within wholesale accounts and ensure the brand is best positioned for growth within all doors.
- Directly manage and build business with brand's key accounts

Ideal candidate:

- You'll have a minimum of 3 years sales management experience.
- You'll have have a proven track record of leading and developing teams.
- You'll have a desire to own projects and exceed expectations, with the ability to find solutions
- You'll have strong management skills and the ability to build relationships with ease.
- You'll be a commercially astute and confident decision maker, communicating with impact across all levels.
- You will work well with change, being able to quickly adapt and work with pace.
- You'll have an immersive fashion trend interest and knowledge of major accounts and market needs.

