

ARIES

Sales Manager (UK)

- 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 customers
- Work with logistics to optimise shipping targets
- Collaborate with marketing team to drive marketing strategies and initiatives
- Demonstrate 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, creative production and special projects

Ideal candidate

- Minimum of 3 years sales management experience
- Desire to own projects and exceed expectations, with the ability to find solutions
- Strong management skills and the ability to build relationships with ease
- Commercially astute and confident decision maker, communicating with impact across all levels
- Work well with change, being able to quickly adapt and work with pace
- Have immersive fashion trend interest and knowledge of major accounts and market needs.
- Excellent negotiation skills