



Description – East Coast Regional Sales Manager/Director – Wholesale Jewelry

A famous Luxury Brand is seeking a driven, results-oriented, and experienced East Coast Regional Sales Manager/Director to grow and develop their portfolio of jewelry accounts within the East Coast region. This will include managing the jewelry category within their Independent Jewelers, National Account doors and Independent Boutiques within a defined geographic territory. Additionally, this role will require opening additional distribution within their defined territory. Heavy travel & ability to open new accounts is required.

Key Responsibilities:

- Develop and implement an effective territory strategy to meet company sales plans and objectives through management of existing accounts, in addition to seeking out new distribution in elevated accounts that align within our company standards.
- Achieve sales projections by regularly traveling to and visiting each Jewelry Independent and National Account within the territory to grow sales through strategic planning, observing store trends and needs, while building relationships with the store's management and sales team.
- Key focus on observing National Account inventory needs, and communicating back to VP of Sales on store requests. Monitor independent account inventory levels and retail sell-through to understand client base, buying patterns and place reorders to keep assortment current and increase turn.
- Actively plan and execute Jewelry Events, and partner on collaborative Jewelry Events and Personal Appearances with Brand Designer & Regional Sales Manager.
- Plan and execute Brand Jewelry and merchandising trainings to keep store personnel educated on product knowledge, selling techniques and how to properly showcase the collections for maximum visibility and visual appeal.
- Partner with VP of Sales and Marketing team to ensure that all sales-related activities are aligned with the overall brand vision and direction.
- Manage all aspects of orders, customer-service opportunities including repairs, and provide exemplary service to accounts.
- Become highly proficient in all aspects of product knowledge and sales presentations in order to maximize order opportunities.
- Provide sales analysis and required reporting within established deadlines.

Qualified candidates must possess:

- A minimum of 5 years as a wholesale Sales Representative with a luxury jewelry, tabletop or accessories brand

- The ability to travel up to 50% (most likely less – depending on season/market)
- A demonstrated and consistent history of sales plan achievement
- Ability to develop relationships easily and quickly at all levels within an organization
- Strong communication, presentation and writing skills
- Strong proficiency in Microsoft Excel, Word, PowerPoint, etc.
- A history of established relationships in elevated jewelry or gift accounts is preferred
- Proven success in selling to owners, buyers and managers is required
- Experience in monitoring retail and net shipment sales reporting, event recaps, and providing store feedback is essential
- A college degree or equivalent work experience is required
- Must have authorization to work in the United States

If interested, email your CV to Resumes@OmniChannelCareers.com to apply today!