



Vice President of Sales – Wholesale Jewelry – Luxury Brand Designer

Role and Responsibilities:

Work with CEO to develop wholesale and retail channels globally.

Develop and implement sales strategy to achieve sales plans in existing and new business.

Manage key customers directly.

Develop and mentor Regional Sales Directors.

Build new business strategic plan.

Partner closely with Product Development and Marketing teams.

Provide design input to ensure growth strategies are achieved.

Initiate promotional activities in the market.

Analyze and report sales monthly.

Qualifications:

Minimum of 10 years' experience in wholesale and retail jewelry sales management in US network.

Experience with fine fashion jewelry market.

Experience in Luxury sector.

Established Relationships with National Department and Independent Jewelry Stores.

Outstanding communication skills.

Appreciation of the Luxury Jewelry Brand Portfolio.

Proven sales management skills.

50% Travel.

Position is based in NYC. Reporting directly to President/CEO

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