



Job Description

Job Title:	Head of USA Sales – Fine Jewelry Designer
Department:	Wholesale – Focus on Independent Accounts
Location:	NYC preferable
Line Manager:	Reporting to Global Sales Head
Hours:	40 hours per week – 8-5 / 9-6 Mon-Fri (weekend work when travel is required)
Salary:	Competitive Base + Performance Bonus

Overall Summary

This position is responsible for growing the Brand's Independent Account Sales in the USA by developing and executing sales and marketing strategies; implementing and overseeing national sales plans; deploying tactics and action plans required to achieve quarterly financial targets; elevating relationships with important independent retailers and department stores; and Managing and driving the three USA Regional Sales Managers.

Key Responsibilities

Management:

- Manage and drive the commercial team: Team of three Regional Sales Managers.
- Maximize productivity and ensure the highest possible standards are set across the entire commercial wholesale network.
- Take leadership developing and managing our expanding USA wholesale network by continuously building relationships and ensuring the Sales managers are following suit.
- Work closely with the Head of Global sales, and management team, to establish more efficient sales and marketing processes.
- Manage annual T&E budget.
- Manage USA team travel and event schedule
- Provide Head of Global Sales quarterly team commission reports for final approval.



Commercial:

- Set and strive to exceed quarterly and annual budgets for each territory and customer.
- Foster and grow the business within our existing accounts by increasing market share and sell through.
- Target and identify new business (especially Asset), research market opportunities and foster ideas that nurture long term strategic growth & development with the Company.
- Streamline the current network, keeping only best performing doors.
- Negotiate agreements and contracts to launch new business ventures, seeking authorization from Head of Global Sales.
- Provide Quarterly Sales Reports for board meeting preparation.
- Work closely with marketing team to develop a Marketing Strategy for USA, including Co-Op plans, sales incentives, Tools for retailers etc.
- Plan product launch rollouts, stock assortment rotation, and trunk stock assortments across the team
- Collaborate with in house departments to ensure customer needs are being met and exceeded on a continuing basis.

Skills and experience

- Strong sales and negotiation skills with an appetite for exceeding sales targets.
- Customer service orientated
- Previous experience within a jewelry sales environment is essential
- Knowledge of the target markets and a solid network of contacts within those markets
- Autonomous and proactive worker, able to manage own workload with good time organization skills
- Good educational background, preferably to degree level
- Able to undertake business travel as required.
- Advanced knowledge of Word/Excel/Power Point
- Able to work to tight deadlines and work flexibly across different departments
- Highly confidential and discreet in all circumstances
- Strong planning and project management skills
- Excellent level of written and spoken English. Additional language skills are a bonus

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