

## Sales Manager - Forever New

[Apply Now](#)

Company: Apparel Group

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

### Key Responsibility:

#### Brand

- Head up the brand wholesale channels of distribution driving brand Growth and Profitability
- Maximize sales and profitability of brand stores in line with Company targets.
- Control costs within budgetary guidelines for the brand stores.
- Maximize productivity in stores through effective deployment of resources at brand stores to ensure complete sell through as per brand product, style and assortment plans.
- Review feedback from territories on Brand acceptance and customer expectations.
- Ensure adherence to financial plan in all key areas - sales, markdowns, margin and average inventory.
- Inspirationally lead the development of the Wholesale team to meet or exceed commercial goals and KPIs and build Brand equity
- Identify and communicate Market needs and best practices to the MD, GM and Leadership team
- P&L head for group wholesale business

#### Financial

- Work with the management team to build and support delivery of Annual & Longer-Term Business Plan
- Study merchandise requirements for assigned brand by setting sourcing triggers based on

actual sales, sales forecasts, company order parameters, inventory checks, forthcoming events, replenishment needs.

- Design the merchandise plan (pricing, promotion, assortment with the brand team for timely availability of stocks at the stores.
- Determine buying requirements for wholesale channels and formulate buying plan and budget.
- Conduct product selection in coordination with the host brand requirements
- Ensure effective in-season management across territories (stock balancing, markdown management, stock analysis, stock vs. sales performance) with the senior merchandiser.
- Strategic development, management and growth of business within MENA
- Construct, implement, monitor, and control the sales budget across brands by channel
- Ensure tighter controls on business processes in wholesale orders and accounts receivables

#### Deliverables

- Meet and exceed agreed KPI targets for net sales and profitability
- Lead by example and with integrity in driving a high employee engagement and high-performance culture
- Drive improvement of relevant and specific processes in close cooperation with support functions
- Represent the Wholesale accounts and categories internally as an ambassador with all functions and vice versa
- Maintain strong relationship with the partners to develop the business to a higher level of growth achieving yearly targets and deliverables
- Achieve full and on-time order conversion while assuring retail introduction dates are met
- Conduct regular market visits across the GCC to ensure compliance and continuous improvement

#### Business Growth

- Influence and drive high level of cross functional collaboration with support teams
- Develop accurate sales forecasts based on market insights and customer inputs
- Ensure profitability by setting clear targets and action points; analysis of risks & new business opportunities with all partners
- Drive quality growth by ensuring all commercial sell-out activities ensure positive brand development

- Manage clearance and other exit activities

#### Behavioral Competencies

- Collaboration
- Managing Complexity
- Influencing Others
- Drive for Results
- Developing Talent
- Sales responsibility
- Strong Customer relationship
- Self-starter
- Accountable for all sales collection
- Team leader and mentor

[Apply Now](#)

#### Cross References and Citations:

1. [Sales Manager - Forever New Sapjobs Jobs United Arab Emirates Sapjobs ↗](#)
2. [Sales Manager - Forever New Mechanicaljobs Jobs United Arab Emirates Mechanicaljobs ↗](#)
3. [Sales Manager - Forever New FilmjobsJobs United Arab Emirates Filmjobs ↗](#)
4. [Sales Manager - Forever New Latinamericajobscentral Jobs United Arab Emirates Latinamericajobscentral ↗](#)
5. [Sales Manager - Forever New Thecareerjobs Jobs United Arab Emirates Thecareerjobs ↗](#)
6. [Sales Manager - Forever New JobscareerscentralJobs United Arab Emirates Jobscareerscentral ↗](#)
7. [Sales Manager - Forever New VancouverjobsJobs United Arab Emirates Vancouverjobs ↗](#)
8. [Sales Manager - Forever New Canadajobscareer Jobs United Arab Emirates Canadajobscareer ↗](#)

9. Sales Manager - Forever New Techcompanyjobfinder Jobs United Arab Emirates  
Techcompanyjobfinder ↗
10. Sales Manager - Forever New Technologyjobs Jobs United Arab Emirates  
Technologyjobs ↗
11. Sales Manager - Forever New KualaumpurjobsJobs United Arab Emirates  
Kualaumpurjobs↗
12. Sales Manager - Forever New Oilandgasjobs Jobs United Arab Emirates  
Oilandgasjobs ↗
13. Sales Manager - Forever New Birminghamjobs Jobs United Arab Emirates  
Birminghamjobs ↗
14. Sales Manager - Forever New Beijingjobs Jobs United Arab Emirates Beijingjobs ↗
15. Sales Manager - Forever New PandajobsJobs United Arab Emirates Pandajobs↗
16. Sales Manager - Forever New AccountingjobsnearmeJobs United Arab Emirates  
Accountingjobsnearme↗
17. Sales Manager - Forever New SchoolcounselorjobsJobs United Arab Emirates  
Schoolcounselorjobs↗
18. Sales Manager - Forever New Musicjobs Jobs United Arab Emirates Musicjobs ↗
19. Sales manager - forever new Jobs United arab emirates ↗
20. AMP Version of Sales manager - forever new ↗
21. Sales manager - forever new United arab emirates Jobs ↗
22. Sales manager - forever new JobsUnited arab emirates ↗
23. Sales manager - forever new Job Search ↗
24. Sales manager - forever new Search ↗
25. Sales manager - forever new Find Jobs ↗

Source<https://ae.expertini.com/jobs/job/sales-manager-forever-new-united-arab-emirates-apparel-group-3ef8ba183c/>

Generated on: 2024-05-01 by Expertini.Com