

BREMONT

JOB TITLE	Head of UK Sales
TEAM	Sales
LINE MANAGER	Chief Sales Officer (CSO)

ABOUT BREMONT

Bremont is the UK's leading luxury watch brand. Over two decades Bremont has introduced an enviable amount of watch part manufacture, watch assembly and testing which is all now housed at its purpose built state-of-the-art sustainably designed 'Manufacturing & Technology Centre'

ABOUT THE ROLE

There is huge opportunity for an ambitious and dynamic individual to devise and implement the wholesale sales strategy, participating in the next stage of the brand's UK development, focusing on increasing volume, and profit in line with the company's growth plans. This will come through driving the efficiency of the wholesale network and our customer affinity and productivity at Retail.

As the largest market currently, the UK is a key target for growth. Reporting to the CSO Dinesh Aswani, the Head of Sales, will lead an integral part of the company's Global Leadership Team.

Responsibilities include the development of all wholesale activities for Bremont, with key involvement in distribution/customer relations, assortment development and partnering with other internal functions, such as marketing, to achieve the brand's goal.

In addition to the commercial responsibilities, the Head of Sales must exude a passion for Bremont and be a true brand ambassador at all times, but particularly at key events and presentations.

KEY RESPONSIBILITIES

- Manage the entire multi-brands portfolio
- Planning and implementation of the Bremont UK distribution and business development strategy
- Setting the budget along with the Chief Sales Officer (CSO)
- Negotiating with Buyers
- Piloting on a monthly and weekly basis, sales budget with Sales managers
- Controlling the monthly and weekly product assortment proposals/ replenishments
- Ensuring that optimal core range stock levels are maintained in the POS
- Ensure stock rotation and aging stock strategy
- Drive the Sell-out in store and ensure regular training in POS
- Setting monthly targets and tailored action plans per POS
- Training in stores of the brand ambassadors and staff in Key Accounts
- Ensure proper sell-out programs and training in the Regional Accounts
- Proposing and implementing (along with Marketing Manager) animations in POS
- Monitoring retail sales on a weekly basis and ensure corrective actions are taken to achieve targets
- Organising, preparing, and animating a quarterly sales meeting with key account clients
- Assure the brand image control
- Achieving the best brand visibility and ensure that Bremont is always well merchandised, within the corporate guidelines, both internally and externally at each retailer.
- Assuring the homogeneity of the assortment in POS
- Elaborate business analysis
- Submitting a monthly activity report, including analysis of the business, proposals to further growth, market intelligence and competitive information to the CSO
- Lead, motivate and develop the Sales team
- Set targets and monitoring performance
- Facilitating after sales service by following customer complaints and making sure issues are solved and both customer and Bremont are satisfied
- Implementing company processes and software tools in POS.

PERSON SPECIFICATION

- Previous experience at Sales Director or Head of UK Sales level in the Luxury watches or accessories industry
- Ability to drive and deliver results with honesty and integrity
- Key UK contacts, with experience of direct selling, and a proven track record with tier one retailers (European contacts would be welcome too)
- Excellent stakeholder management skills - ability to influence and manage key players
- Strong leadership skills and the ability to inspire and motivate a team
- A deep understanding and experience of managing all wholesale formats (direct, distributors and agents)
- Target driven
- Excellent analytical skills
- Exceptional interpersonal skills to relate to all levels of POS staff: owners, buyers, retail staff and clients
- Excellent personal presentation skills
- Microsoft Office (Excel, Word & PowerPoint): Proficient and up-to-date level.
- SAP system an advantage
- Educated to degree level or equivalent (desirable)
- Ability to work in an agile environment

COMPANY BENEFITS

- 20 days holiday entitlement from the off, increasing accordingly to length of service
- Excellent length of service awards featuring the issuing of those Bremont timepieces we are all so proud to produce.
- Significant permanent employee discounts on Bremont Watches, with great 'family and friends' Sales.
- Unique retail discounts for many different brands, available both locally and online.
- Enhanced Maternity and Paternity leave.
- Wellbeing initiatives including counselling and 24/7 financial & legal advice.
- Strong support regarding time off for you partake in any commendable volunteer work.
- A day's holiday for you to celebrate your birthday!
- We're a sociable bunch and plan several social events throughout the year.
- A fantastic and enviable new facility in which to work at HQ in Henley-Upon-Thames
- Private healthcare
- Car allowance

WORKING ENVIRONMENT

- Monday – Friday 9:00 – 17:30
- This role will be based at HQ in Henley-on-Thames but will require extensive travel across the UK & Ireland, Europe, and Middle East)
- Probation period 4 months
- Notice period – 3 months

INTERVIEW PROCESS

Stage 1

Telephone or video introduction with Recruiter to discuss application, interest in role, and suitability for the role.

Stage 2

Interview with hiring manager and HR.

Stage 3

Interview with hiring manager, HR and senior manager onsite.
Presentation – topic tbc