

Wholesale Account Executive

Los Angeles, California

Lunya is looking for a Wholesale Account Executive for our fast-growing team. The ideal candidate will be experienced working in a fast-paced environment with a vast knowledge of the specialty and/or off-channel market. You will be responsible for achieving sales and profitability objectives from new clients and existing accounts, as well as identifying marketplace opportunities, prospecting and engaging new clients, developing proposals, and managing the contract process.

This position requires entrepreneurial ownership and someone who is intrinsically motivated and self-managing, with excellent interpersonal skills, to maximize sales and margins, support and promote the brand where appropriate, and merge analytics with creativity to solve complex problems. You are not only comfortable with, but happy to wear multiple hats.

What you'll do:

- Maintain strong relationships with key accounts and partnerships—serve as primary point person between account and Lunya for various needs
- Communicate constantly with merchandising and buying—business opportunities, identifying inventory optimization strategies, re-orders, bulk orders, etc.
- Generate and analyze sales activity reports
- Monitor business to ensure that all accounts adhere to agreed upon terms within your business where applicable—a strong knowledge of retail math is a must
- Partner with senior leadership on a consistent basis to discuss business overview, challenges, and opportunities
- Lead and manage all sales appointments and corresponding materials (line sheets, etc.)
- Possess a strong knowledge of product and be able to present compelling sales strategies to accounts
- Ensure orders are entered timely into the ERP system to promote on-time deliveries
- Enter ATS orders for current selling season; suggest swaps if needed in the case of sell-outs
- Work with product director and planner to forecast business and plan inventory needs for the future
- Build client relationships by hosting events, participating in unique activations, etc.
- Work with offsite warehouse team to ensure shipping start and cancel date targets are met, accurate order processing, etc.
- Track all wholesale orders and work with production team to project when orders will deliver
- Work closely operations regarding account-specific shipping requirements
- Partner with finance regarding invoices, payment terms, etc.
- Consistently meeting and/or exceeding sales goals
- Partner with cross-functional leaders as needed for support as it relates to marketing, events, product, etc.

Who you are:

- 3+ years of wholesale sales and account management experience—preferably within the women's luxury, sleepwear, or active landscape
- Established relationships with key buyers and extensive industry contacts
- Keen understanding on how to analyze the business using strong retail math skills (i.e., margin, sell through, on-hand inventory, etc.)
- A self-starter mentality looking to grow a business; excited about the entrepreneurial aspect of this role
- Superior organizational skills and excellent communication skills
- Ability to multitask and meet deadlines; highly detail-oriented and meticulous with OCD-level attention to detail
- Superior business and negotiation skills; works well independently and collaboratively—team oriented and outgoing
- Tech-savvy and comfortable using technology daily in your work, experience with ERP and POS systems a plus
- High proficiency in Excel, PowerPoint, and Google suite
- Ability and willingness to travel as needed
- Bachelor's degree preferred

Who we are:

Lunya sleepwear helps women sleep better and feel confidently comfortable.

Our small-but-mighty team is smart, creative, passionate, and entrepreneurial-minded, who meet the same superior standards we set for our products. We're a young company so nothing is above or below you. Our company culture is special and unique—you'll dig it, we promise. Plus, wouldn't you rather commute to Santa Monica instead of Downtown? Nothing against Downtown, but let's be real...

Please send resume and cover letter to jobs@lunya.co