



Become a part of one of the fastest growing Children's Lifestyle brands in North-America. This is an opportunity to get a foot in the door, learn the business and be a part of a strong team. Our culture thrives on passion and rewards hard work and loyalty. We look for articulate, innovative and bright team players who are able to wear many hats, have an entrepreneurial spirit and are eager to learn.

The **Key Account Manager, Wholesale** is responsible for managing and developing the assigned accounts to achieve profit and sales targets for Pehr, across all categories. The Key Account Manager is expected to effectively and efficiently drive business and continually build sales volume and brand presence and manage the customer communication process in collaboration with other stakeholders to ensure on-going development and profitable growth.

## Key Account Management:

- Meeting all client needs and deliverables according to proposed timelines
- Expanding relationships and bringing in new clients
- In tandem with the Director of Sales and logistics team, manage several large accounts and representing the company to many clients;
- Developing a strong, trusting and long-lasting relationship between major key clients the Sales Broker and company by maintaining excellent trade relations and customer support to our key clients;
- Collaborate with the Product Development team to ensure effective Key Account planning and ongoing management of our key customers programs
- Developing a complete understanding of key account needs and anticipating their changes and improvements to generate business growth
- Managing communications between key clients and internal teams as part of the main point of contact for all matters specific to the customer
- Strong personal presence with the ability to assess opportunity and build equity with our customers and for the brand
- Ensure implementation and management of all Trade Spend targets and support deductions tracking and resolution

## Strategic Planning:

- Strategic planning and establishment of business plans and forecasts to improve client results and market opportunity;
- In collaboration with the Sales Director, Planners and Merchandiser, build and execute annual account plans in alignment with company strategy;
- Participate in the Forecasting process and ensure deep understanding of volume needs for each account – (Monthly/Quarterly/Annually/Rolling 12 months);



- Planning and presenting reports on account progress, goals, and quarterly initiatives to share with internal and external stakeholders;
- Manage trade spend budgets and effectively use available funding to drive business in accordance with our promotional strategy;
- Sets strategies by identifying market opportunities within each account and implements the programs;
- Analyses all available sales data from the company as well as from the client to prepare regular progress reports, ROI analysis and correction plans if needed to meet set sales objectives;
- Monitor and report on competitive activity within accounts and proactively ensure secure space for existing and future RISE products.

## Sales and Cross-functional Management:

- Serves as the lead, managing cross-functional team members assigned to each key account
- Working closely with product development, marketing, logistics, operations' teams as necessary dedicated to the same client account to ensure the highest quality of materials are being produced and all client needs met
- Shares suggestions for improvement and market research to senior management
- Achieves sales targets and goals while motivating other account executives to do the same

## Qualifications:

- **Bachelor's degree in marketing, business administration, sales, or relevant field, - master's degree is an asset**
- **3 to 5 years' previous work experience in sales, management, key account management, or relevant experience, preferably in the juvenile or apparel industry**
- **Goal-oriented**
- **Ability to successfully manage multiple and competing priorities**
- **Ability to work independently and function as a strong team player with different departments at all levels**
- **Ability to analyze data, sales statistics and translate results into opportunities of development**
- **Proven leadership and strategic planning abilities combined with strong financial management, organizational and analytical skills is essential**
- **Eager to expand company with new sales, clients, and territories**
- **Proven results of delivering client solutions and meeting sales goals**
- **Strong negotiation skills, with ability to follow-through on client contracts**
- **Excellent interpersonal and relationship skills**
- **In-depth understanding of company key clients and their position in the industry**



- **Excellent verbal and written communication skills**
- **Mastering Microsoft office suite, with a proficiency in Excel**

## About Us

Pehr is an internationally recognized Lifestyle Brand.

Our Team is based in Toronto and leads all design, development and marketing of the collections. Meticulous attention to detail, brand consistency and clarity are intricately woven throughout our daily actions. All Pehr products are carefully and ethically manufactured in India. The brand is currently sold in over 2,200 retailers worldwide and through our own and E-commerce website, [pehrdesigns.com](http://pehrdesigns.com).

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