

Senior International Wholesale Account Executive

Description:

Miansai, the jewelry and accessories brand based in Miami, FL, is seeking an experienced senior level International Wholesale Representative, to meet and exceed business goals in the Global market, while increasing awareness, knowledge and visibility of the brand. Ideal candidates should have at least 4 years of comprehensive knowledge of the luxury and contemporary international wholesale industry, experience in a fast-paced fashion environment and willing to travel.

Duties and Responsibilities:

- **Growth**
 - Grow existing business while further strengthening customer relationships, Visual Merchandising standards and brand awareness
 - Monitor sales activities performance to ensure sales meet or exceed established revenue plan
 - Analyze current and potential market and sales trends to increase revenue and market share
 - Expanding points of distribution with new retail partners across specified global territories
 - Expand distribution of men's and women's category into key International e-commerce partners
 - Filtering approval of new customers through internal brand team
- **Daily Communication**
 - Track orders with internal support teams to anticipate any issues and ensure orders ship on time
 - Communicating with buying teams on weekly basis to obtain selling reports, provide updates on new product launches and extending the highest level of brand support and customer service
- **Reporting**
 - Selling reports
 - Weekly/Monthly STD figures, key styles, style notes, feedback
 - On Order reporting
 - Populated with Seasonal and Core Styles
 - Updated at End of Season
 - EOM Report
 - monthly STD figures, key styles, style notes, feedback
 - EOS Report
 - STD figures, key styles, style notes, feedback
 - Report should cover all business in territory
- **Order Creation/Data Entry**
 - Entering orders for customers and sending confirmations
 - Major department store order entry inclusive of working with EDI/SPS transmissions
 - Entering approved customer and prospect information into ERP system
 - Account Set up
- **Market Pre/Post work**
 - Assist with market preparation and appointments
 - Working with creative and visual teams on sample coordination and line sheets
 - Pull reports and work with creative team for end of season collection reviews
 - Manage order placement, reorders, changes/cancellations, etc. for pre-book seasonal orders
- **Travel**
 - Travel within global territories (spanning 2 hours outside central point) to appointments and seasonal tradeshow destinations. Occasional travel on weekends/holidays during Market weeks is possible

Requirements:

- Bachelor's degree
- 4 years of experience in luxury and contemporary international wholesale industry
- Existing relationships with luxury and contemporary retail partners
- Excellent communication and analytical skills
- Great proficiency with excel, savvy in complex computer systems and B2B platforms
- Mathematical skills, including basic math, budgeting, profit/loss concepts, margins and percentages
- Organized and have the ability to multi-task
- The ability to resolve customer issues with little supervision
- Attentive to detail and proactive with internal/external communication
- Self-motivated, outgoing, money-motivated personality

Location:

- Miami, FL

Work authorization:

- United States (Preferred)

Compensation:

- Base Salary + commission