

## **JOB SUMMARY**

**Position:** Sales Representative  
**Division:** Young Men's UNIONBAY Sportswear division  
**Location:** New York

For over 35 years, the UNIONBAY label has been synonymous with quality and industry-leading design. By striving for excellence in all our endeavors and with our unique look and laid-back philosophy, we have grown to be one of the leading apparel brands in the world.

Our success is founded on the excellence of our employees. At UNIONBAY, you will be part of a dynamic, creative, forward thinking, cohesive team; working together to succeed in the constantly changing and challenging fun fashion industry.

**Job Purpose:** To sell the company's products by increasing sales volume and gross margins for assigned account base. Represent the company in accordance with its policies, sales strategies and merchandising/marketing direction. Maintain an awareness of local competitive conditions.

### **Position Responsibilities:**

1. To maintain, increase and develop the sales volume and seasonal goals of assigned accounts or territories with minimal supervision. To formulate and present account strategies to Sales Management.
2. Develop strong store management and buyer relationships through market appointments, pre-season planning and store visits.
3. Plan and present seasonal buy plans and product line emphasizing key item flow and programs within volume classifications to maximize profitable sales and fulfilling the store department goals and division objectives.
4. To maintain an awareness of account profitability and to be proactive to achieve required profit margins. To negotiate season end and year end markdown profitabilities.
5. To be alert to competitive products and store pricing and keep management & merchandising informed.
6. To maintain up-to-date customer and territory records in accordance with management's instructions.
7. To submit special reports to management regarding competitive conditions and accounts in-store shops as to the condition and floor presentation.
8. Work closely with customer service regarding on order maintenance, store distros, shipping and returns.
9. Travel involving store visits within territory, Seattle sales meetings, Los Angeles markets, and Magic trips.
10. Special projects as assigned.

### **Position Qualifications:**

1. Must have 3-5 years of experience selling in a wholesale apparel environment representing major brands, preferably within the Young Men's market.
2. Proficiency with a sales management system including experience with Microsoft Word and Excel.
3. Excellent communication skills, both oral and written.
4. Demonstrated ability to organize, prioritize, and follow through on sales objectives.

5. Demonstrated ability to translate sales objectives into sales volume.
6. Strong ability to analyze sales ratios and understand retail math.

*Unionbay is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, sex, sexual orientation, gender identity, religion, national origin, age, protected veteran status, disability status, or any other characteristic protected by law.*