



## **JOB DESCRIPTION**

<b>TITLE</b>	International Sales Manager
<b>DEPARTMENT</b>	Wholesale
<b>REPORTING TO</b>	Global Head of Sales
<b>LOCATION</b>	Central London
<b>SALARY</b>	Competitive

## **COMPANY PROFILE**

Orlebar Brown (Chanel group) launched in March 2007 as a more tailored approach to men's beach and swim shorts. Based on the traditional pattern of a tailored pair of trousers for men, and with their distinctive side fasteners, they are not just a swim short; they are the original and best shorts you can swim in.

Today, our collections are built into broader lifestyles imagined around Beach, Resort, Coast and Sport. We have multiple product releases, including capsules, new categories and services, over the calendar year to maintain excitement, and interest for our customers.

Since 2007, we have built the brand to achieve our stated purpose which is - to encourage, excite and inspire everyone to 'Holiday Better'. This is our purpose and why we get out of bed every morning.

The brand has rapidly gained global recognition and is sold through online, more than 30 O.B. stores, and the best retailers and hoteliers in the world. Our customer is truly international, so whether they are in St Barth's for Christmas with family, Miami for a wild Spring break, a conference in Dubai with a few days off, tacking a boat off the coast of St Tropez, volunteering to replant mangrove plantations in Puerto Rico, walking along a cliff top in Cornwall, or diving off one into a beautiful blue ocean then O.B. should be there to help you do it better.

Our business is built on relationships with those customers, and we strive to maintain our relationship with them, wherever they might be, and provide world class service, when and where they want. It is also built on finding new customers to the brand by welcoming them to join the ever-growing O.B. community.

## **THE POSITION:**

As an International Sales Manager you will be responsible for managing OB's wholesale relationships in a number of areas, they may be on a direct wholesale, travel retail, distributor, affiliate and/or franchise. Key responsibilities include:

- Work with Head of Sales and others on building a strategy in place for which accounts can be productively and profitably developed for all channels and accounts, with clear sales and presence targets.
- Developing existing and new business and delivering against the annual Sales plan.
- Ensuring weekly and monthly reviews of customer sales (sell in, intake and sell out) performance are in place to unlock opportunities and highlighting risks as early as possible. You will develop long lead, forward order driven plans as well as short term in season selling campaigns.
- Building relationships at all levels of Department Store organizations. You will be expected to interact at the highest levels of those organizations, which at the same time establishing

relationships with retailers through performance of their shop floors to ensure the brand can develop sales and presence in both its core areas (Swim and Resort) and we start to develop broader categories e.g. Lifestyle, Footwear etc.

- Working with key departments especially on Franchise and Affiliate stores to ensure that they are supported across all disciplines. In particular the store design, merchandising, marketing, product development, sales operations and credit control teams.
- Ensuring tracking, KPI, and forecasting benchmarks are maintained and tracked, and processes are managed and communicated internally.
- Help organize and participate in showroom set up, trade shows, conferences etc... in Paris Milan and New York.
- Travel to train partners and account staff. Ensure orders are received in a timely manner.

### **KEY SKILLS AND ATTRIBUTES:**

You have:

- Experience with managing a similar portfolio of customers specifically in the US and Canada.
- Experience driving sell through at the point of sale as well as sell in.
- The ability to develop incremental sales performance.
- Familiarity with the Menswear market and luxury goods market is a benefit .
- Familiarity with some or all channels: Wholesale, Franchise, Affiliate, Distributors and agents.
- Planning and forecasting skills; you can demonstrate the ability to prepare and communicate your performance.
- Experience in negotiating for dedicated physical spaces (SIS/ branded areas/windows etc.). You are also digitally aware and are able to ensure the companies online ambitions are realised through 3<sup>rd</sup> party partners.
- Financial awareness and experience in taking responsibility for decisions. A real attention to detail with excellent follow up skills.
- Ability to operate independently when needed, but comfortable working as part of a team and working across an organisation.
- Computer skills, including use of Microsoft Office especially Excel. You will be able to present succinctly to all levels of the organisation. You will have used B-to-B ordering tools (e.g. Joor) and understand process behind these.
- Language skills, fluent in English, any other language a plus, especially Spanish or German.

### **ABILITIES/PERSONALITY:**

- Enthusiastic and enjoy your work.
- A natural problem solver, who thinks logically and is not afraid of a challenge.
- Someone who enjoys taking ownership of a project and seeing it develop.
- A practical multi-tasker, who can focus on the detail whilst never losing sight of the bigger picture.
- A self-starter that enjoys being part of a team, but is also happy to work by themselves.
- Flexible with the ability to travel as needed across the market especially USA.
- The ability to work internationally.

## WHAT WE OFFER

- Join a diverse working environment of people who we learn from every day.
- The chance to train and develop your skills in a fast working environment
- Competitive benefits package – 33 days holiday for full time employees, prorated at same rate for part timers, great discount on our products, company pension, cycle to work scheme and quarterly social events with the company.

It's never just a job at Orlebar Brown. It's a way of life. We live and breathe our brand values – Tailored, Vibrant and Brave. Our team define who we are and how we get the job done.

To apply, please contact [jobs@orlebarbrown.com](mailto:jobs@orlebarbrown.com) with copy of your CV and a friendly introduction.

**Direct applications only.** Recruitment agencies – thanks for reading, but we've got this one covered!