

## **Birkenstock Americas Job Description**

<b><u>Job Title:</u></b>	Manager of Wholesale Sales Planning- Strategic Accounts
<b><u>Reports To:</u></b>	Director of Wholesale Planning
<b><u>Salary:</u></b>	\$85K - \$120K
<b><u>Location:</u></b>	TBD
<b><u>Position Type:</u></b>	Regular, F/T with benefits –Exempt

### **Overview**

The Manager of Wholesale Sales Planning is responsible for supporting all activities associated with managing our sales and inventory plans for the assigned Strategic Accounts. They will provide in-depth analytical support to the team by strategically driving the business to solicit sales and increase margin while optimizing inventory. They must collaborate with the Strategic Sales team to develop, execute and communicate merchandise and account strategies as well as financial plans that support the merchandising and financial objectives for the brand. This individual should exude business agility and strategic thinking, leveraging internal and external data to make fact- based decisions.

### **Responsibilities**

- Partner with the Sales team to develop and implement seasonal sales, margin and inventory targets by division/account which optimize sales & gross margin
- Prepare weekly, monthly, and quarterly reports for cross functional partners in Sales and Merchandising to provide detailed overview of business performance by account
- Produce ad-hoc reports and analysis upon request
- Leverage analytics to identify risks and opportunities in season and provide actionable recommendations to improve business trend and drive growth
- Ensure Channel Leads are provided highly accurate and deliberate analysis to support data driven business decisions
- Maintain and monitor replenishment/core sales by SKU; ensure on order / future projections align with current retail performance, optimizing shipment potential on key items
- Participates as an active member of the Strategic Accounts team including group meetings, phone calls, sales meetings, regional show as requested or needed.

### **Position Requirements/Qualifications**

- Bachelor's degree (B.A. /B.S.) from four-year college or university
- Min. of 8-10 yrs in Planning office with Department Stores, Family Channel or National Chain Retailers
- Advanced Excel skills (can perform complex functions)
- Solid retail math skills in addition to open to buy and retail profitability understanding
- Strong organizational skills, attention to detail and business acumen
- Excellent presentation and communication skills
- Self-motivated, able to prioritize multiple deadlines, flexible under changing priorities and business environment
- Ability to operate both strategically and tactically in a high-energy, fast-paced environment
- Independent with the ability to be a strong team player and collaborate work with remote partners
- Ability to travel as needed for key meetings.
- Able to work a flexible schedule to include occasional weekends and holidays.
- Valid driver's license and acceptable motor vehicle record.
- Must be able to lift and carry sample bags weighing up to 25 pounds.

If interested, please email cover letter and resume to Human Resources at [mhoessl@birkenstockusa.com](mailto:mhoessl@birkenstockusa.com)

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