

<b><u>Job Title:</u></b>	Associate Manager Strategic Accounts
<b><u>Reports To:</u></b>	Sr Manager Strategic Accounts
<b><u>Location:</u></b>	East Coast/NY Metropolitan/West Coast
<b><u>Territory:</u></b>	Various
<b><u>Position Type:</u></b>	Regular, F/T with benefits –Exempt
<b><u>Annual Salary:</u></b>	\$60k - \$80k

**Overview**

This position is responsible for actively assisting in the management of major accounts including national retailers, department stores and specialty chain accounts. This position is responsible for supporting the Sr Sales Manager and learning key skills to manage the business. The Associate Strategic Account Manager will need to develop strong working relationships with account merchants, buyers, assistant buyers and planners. The Associate Strategic Account manager should possess strong analytical skills, have a pulse on trends and understand assortment building and be highly organized, take initiative and have a willingness to learn and grow. This position is a key role in the sales organization and in helping to achieve successful sell in and sell thru.

**Responsibilities**

1. Manage Kids business across all partners and select accounts from sell in to sell through.
  1. Assortment/sku planning. Understanding company initiatives and utilizing data to drive growth and achieve sales goals
  2. Work with planning partner on seasonal allocation plans.
  3. All preparation and presentations to customers
  4. Analyze business to Identify in-season opportunities
  5. Marketing and in- store visual.
  6. Order book management
  7. Weekly Management recaps
2. Work closely with Account Manager to help build Men's and Women's seasonal assortments. Give suggestions on additional growth opportunities/categories
3. Communicate and build strong relationships with both internal partners and external customers.
4. Help manage reporting, including seasonal style selling, MSI, bulk report etc.
5. In store execution - reporting back on store presentations, floor location, and assortments. Working with internal buying teams on store communication and training.
6. Attend all meetings/presentations with Account manager.
  1. Work to build go to market decks and maintain final presentations
  1. Work with Account manager to key and maintain MSIs
  7. Fixture programs – coordinate fixture and table top programs with marketing and account to ensure all are delivered and updated seasonally

8. Maintain and own .com pages – ensuring product is showing up within shops and brand is presented well from copy to photography.

### **Position Requirements/Qualifications**

- Bachelor's degree (B.A. / B.S.) from a four-year college or university in Business or related field; minimum 5 years of related experience (wholesale retail/apparel or footwear).
- 2 years' experience managing a high volume nationwide business across genders
- Ability to develop relationships with buying offices.
- Strong communication skills, able to recognize and articulate account and product needs
- Analytical skills
- Must take direction and have an eagerness to learn
- Ability to apply financial data to make decisions and influence outcomes. This includes margins, retail math, forecast/projections, probability and statistical inferences, fractions, percentages, ratio's etc.
- Must have excellent communications skills and ability to work effectively with all levels of personnel.
- Must have strong interpersonal skills to support leadership, management, negotiation and problem-solving functions of this role.
- Remain calm and professional in stressful situations.
- Detail oriented while maintaining an extremely positive attitude.
- Recognize problems, identify possible causes and resolve routine problems.
- Team player with a "can do" attitude that can work in a fast-paced environment.
- Ability to expertly and aggressively market and sell company's brand and products.
- Demonstrated ability to maintain a high degree of confidentiality.
- Has a complete knowledge of all assigned product lines.
- Maintains a personal library of sales and technical materials for all assigned product lines.
- Must be able to work outside of regular business hours, which will include nights and weekends to meet customer requirements.
- Work requires willingness to travel up to 50% of the time.
- Valid driver's license and acceptable motor vehicle record.
- Must be able to lift and carry sample bags weighing up to 50 pounds.

If interested, please send cover letter and resume to [mhoessl@birkenstockusa.com](mailto:mhoessl@birkenstockusa.com). Subject line should list "Associate Manager Strategic Accounts".

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