Published Role Title	Key Account Manager (SYS-51757)
Type of Role	Perm
Location	Dublin, Ireland

Job Description

Responsibilities

- Deliver the wholesale plan for national accounts, optimizing market share, revenue, and net achieved margin through segmented distribution.
- Deliver sales and administration deadlines and manage day-to-day aspects of the order book to meet required targets.
- Drive growth by identifying new opportunities and delivering business and growth plans with key customers.
- Represent and deliver brand messaging to customers to portray a consistent brand image globally.
- Manage all aspects of the customer relationship through relevant internal teams, articulating their needs to ensure customer satisfaction.
- Control relevant costs to maximize contribution.
- Build and maintain relationships with key stakeholders internally to ensure effective engagement and support for the overall successful delivery of the wholesale strategy.
- Coordinate communications and feedback between internal teams to ensure product, merchandising, marketing, and sales teams are aligned and aware of issues and opportunities to deliver wholesale objectives.
- Represent national / consignment accounts as part of the wider wholesale team to contribute to the development of the company sales strategy.
- Represent Clarks with key customers, ensuring partners have an excellent understanding of the Clarks brand strategy.
- Manage the Wholesale Administrator.

Qualifications

- Retail - Apparel and Fashion background is ideal
- Knowledge of national / consignment accounts markets and competition
- Knowledge of wholesale business, including sales cycle management and processes
- Commercial and financial acumen
- IT literate, MS Office user (Word, Excel, Outlook, PowerPoint)
- Experience in effective management of a sales area
- Experience in implementing successful sales strategy
- Experience in growing and developing a brand's market share through appropriate distribution channels
- Experience in negotiating commercial deals
- Ability to manage and prioritize workload
- Ability to use an order processing system
- Ability to manage complex cross-functional projects
- Ability to influence at all levels