



CREW CLOTHING COMPANY

JOB DESCRIPTION

Role	Account Manager – Wholesale	Reports to	Head of Wholesale
Department	Wholesale	Hours	42.5 hours
Grade	-	Version	1.0

Established in 1993, Crew Clothing Company is quickly becoming an icon in the market as a true British founded and inspired clothing brand. Our English heritage remains the backbone of the Company as we move from strength to strength helping our loyal customers become the best version of themselves.

Moving forwards we are not only providing what we see as some of the best products on the market but supporting our talented and motivated Team Members across all areas of the business to become what we call 'True Crew'. Our people are at the heart of what we do and we are all proud to be a part of something more than just clothes, it's a way of life.

Purpose of the role:

Supporting the Head of Wholesale, the Account Manager will assist on strategic planning and setting goals/targets to meet with our Company's expectations. You will help to maximise the sales of the company's goods and products in the many different fashion environments. This role is key in helping to ensure the commercial success of the brands apparel and accessories lines and will work specifically with independents and store groups, developing relations as well a diverse range of products.

Responsibilities:

- Increasing and developing sales with independent and major accounts
- Overseeing day-to-day management of brand
- Providing sales data and historical trading information on sales, product and clients/customers where appropriate
- Promoting and selling new ranges through independent retailers and key account holders
- Identifying new channels and business opportunities
- Developing new relationships and managing existing accounts
- Assisting in positioning the brand while increasing and maintaining market shares
- Gathering market and customer information and competitor analysis
- Assisting with the organisation/arrangements relating to events, shows or press days
- Representing the company at trade exhibitions, events and conferences
- Liaising with operations / customer service following the supply chain to monitor the progress of existing orders, including the forward order book
- Checking quantities of goods in stock, end of lines and managing potential clearance stock in a cost-effective manner
- Recording sales and order information for processing
- Reviewing own sales performance while aiming to meet or exceed targets set
- Gaining a clear understanding of our customers businesses and requirements then feeding trends back through to relevant parties



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Who are we looking for?

We are looking for someone who has 3 – 5 years' experience working in the fashion/apparel wholesale industry and who holds a clean and current driving license. In addition, you need to have strong sales and negotiation skills with an understanding of customer and market dynamics. To succeed in this role, we need someone who can demonstrate excellent communication skills with lots of initiative and enthusiasm.

If you have an appetite for a challenge and possess perfect planning and organisational skills, then we want to hear from you!