

Taiwan Jobs Expertini®

Executive, Wholesale Account

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Company: PUMA

Location: Taiwan

Category: other-general

YOUR MISSION

- (1) To support the objective of driving profitable and sustainable market share and net sales growth within assigned Wholesale Accounts, delivering against the budget and commercial expectations, while executing in respect to PUMA standards and qualitative objectives.
- (2) Create innovative business opportunities and identify ways to drive sales within district and ensure action is taken to achieve as well as maximize opportunities.
- (3) Analyze and manage business performance for responsible customer and stores, customer profiles and buying trends of individual stores within district, to impact and drive business.
- (4) Proven ability to exceed sales while meeting payroll goals, ability to reason through complex issues, demonstrates effective communication, ability to present information to large groups.
- (5) Practical experience in Project Management, skills in implementing communications methods and event management

Task 1: To lead and drive the sales efforts with assigned Wholesale Accounts in designated Field (region). Represent and document the interest of the account with PUMA interfaces

and balance goals with account needs by supporting the development of Customer Info Deck and Customer Business Plans.

Task 2: To support the annual selling and activity schedule (GTM Process) for the Wholesale Account - Strategy and business review meetings, range review and selling meetings etc. Support and lead the account team in customer segmentation and assortment planning in accordance to seasonal initiatives and brand investments.

Task 3: To support the execution of Wholesale Account strategic initiatives in assigned region and conduct regular store visits driving VM, sell-thru activities ensuring continuous improvement of PUMA brand presence and performance.

Task 4: To deliver the seasonal sell-in/sell-out targets for the account(s) and store(s), agree with account(s) on expected KPIs / sell-thru targets and monitor the progress. Ensure continuous monitoring of the orderbook making sure orders are placed and converted according to agreed timelines.

Task 5: To forecast, track and report quantitative and qualitative performance on Field Account Performance i.e. Sales and Margin, Trade Terms, Orderbook. To monitor and report on customer and competitor performance i.e. market share and development, sell-thru performance and ROI on key activities.

YOUR TALENT

1. 2~3 years experience in Sales/ Retail areas.
2. Strong numerical skills
3. Customer and People Focused
4. Interest in innovation and change
5. Ability to understand/analyze P&L accounts
6. Interpersonal and coaching skills
7. Result-driven

SPEED & SPIRIT

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