

GET READY FOR EVERYTHING.

SUPERDRY
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WHOLESALE ACCOUNT MANAGER - LONDON

WHO WE ARE

Superdry have been making world class product for 15 years, and we're proud of it. Our mission is to inspire and engage the contemporary style obsessed consumer, whilst leaving a positive environmental legacy.

Together, we have built a brand that has cut through the global apparel market at record speed, taking market share from brands that have existed for decades. But we have a big opportunity ahead of us as we launch 4 new collections.

We are now on an exciting journey to reset our brand and return to our design-led roots and we are looking for talented people to join us on our journey.

THE ROLE

Working in a small team in an already established territory you will work with existing key accounts and retailers to continue to support and grow their businesses. You are an experienced sales manager who will drive our future wholesale growth for UK & Ireland by selling to existing key accounts including department stores, online retailers and specialty stores as well as independent retailers. In addition to this you will find and onboard new accounts.

YOU WILL

- Be responsible for building a strong customer relationship, for the sustainable support and strategic development of defined customers in your area
- Recognise sales potentials and develop your area systematically through targeted account and action planning
- Build deep and ongoing relationships with key decision makers internally to enable the growth strategy for your clients
- Monitor marketing activities and support key partners
- Monitoring of shipments and payments in collaboration with customer service and the credit department in order to ensure the achievement of the shipping and turnover target
- Together with the Country Manager create annual, seasonal and monthly budgets along with a selling strategy to achieve the budgets
- Sell our collections in our London showroom and be responsible for the sales and the achievement of the targets
- Help to maintain the high standards of our London flagship showroom
- Regularly visit potential new customers as well as existing customers in your area and ensure a uniform Superdry brand presence in each location

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- Continuously analyse the sales figures of your customers and initiate measures to increase sales area productivity
- Know the market regarding competitors and trends
- Drive business out of season with strategic prospecting across agreed region

YOU ARE

- Someone with client facing sales experience and a proven track record in sales within the fashion industry
- Someone with a good analytical know-how, as well as good commercial understanding and business acumen
- Structured, independent, and solution-oriented working method and high resilience
- A team player and adaptable to business needs
- Willing to travel around the UK & Ireland
- Confident presenting at all levels
- Ability to make good commercial decisions for key clients
- Able to develop excellent working relationships with customers, providing direction and influencing their buying decisions
- Able to effectively achieve targets and work to tight deadlines
- A strong leadership skill set to support the wider Wholesale team
- Experienced in working in a business-to-business customer environment
- A highly skilled negotiator and communicator
- Proficient in MS-Office programs Word, Excel and PowerPoint

WORKING FOR SUPERDRY HAS NEVER BEEN SO REWARDING...

- 25 days annual leave, plus bank holidays, and an additional day off to celebrate your Birthday. We also offer a holiday buying scheme.
- Family is massively important to us, so we have a broad range of family-friendly working policies in place, including enhanced maternity, paternity, and adoption leave
- Company Pension scheme
- All employees are covered by our Life Assurance policy whilst working at Superdry. We feel it's important to offer protection for your family and loved ones in such a situation and to support this we offer life assurance cover which pays a lump sum equivalent either twice or four times your annual salary
- A big staff discount – naturally. Because we know that you love to wear Superdry, you'll benefit from a 50% discount in store and online and our Head Office is home to our very own store for staff only where you can treat yourself to heavily discounted sample stock
- A health cash plan is open to all employees.
- Private Medical cover - a taxable benefit, which managers are eligible to opt in to
- Flexible working - to help you achieve that all-important work-life balance
- We want you to share in our success and so we have a choice of Share Save schemes you can opt

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into

- A global employee assistance plan in place that you can access anytime you want - it's free and confidential
- You'll also have access to a Cycle To Work Scheme and an excellent Car contract hire/purchase scheme along with a massive range of local discounts with businesses across Gloucestershire

At Superdry, everyone has a voice and we want to hear it. We create environments where individuality can flourish and is celebrated as part of who we are as a brand. We're incredibly proud that over 90% of our people feel strongly that they can be themselves at work.

We want to meet people with varied backgrounds because we understand that diversity of thought encourages new ideas to thrive, fuelling creativity and enabling us to do better work. We want to build a team which represents a variety of backgrounds, styles, perspectives, and skills; we hire people based on their merit and potential.

We also welcome conversations about flexible working for all roles at Superdry and will always accommodate it where possible.

To support our Diversity & Inclusion agenda, we have introduced blind applications, which are a simple and straightforward practice during the first step of the hiring process. This means that some personal information, for example, name, gender and education history will be removed at application stage to prevent bias.

As we won't be able to look at your CV, please make sure your profile is as detailed as possible.

Please also have a look at our [career website](#). Here you can find information about the Growing Futures Programme, a scheme that supports applicants from ethnic minority backgrounds to apply for roles at our HO in Cheltenham.