

Throat Threads Apparel

Recruiting Sales Management

Throat Threads Apparel is a significant Canadian Sales, Marketing and Business Intelligence Company expanding our sales force working with famous international brands.

Your main responsibilities will include expanding market presence in Canada and establishing business relationships with current and potential customers. As a business manager, you will be responsible for all facets of a successful division including sales budgets, inventory management, overall profitability and supervision of the team.

We're a Profit 100 Company five times over, progressive and poised to expand and capitalize on the economic recovery. We distribute brand name fashion apparel, accessories and travel gear.

Responsibilities:

- Develop sales plans and strategies with senior management
- Promote brand growth and development
- Consistent and proactive approach to product knowledge; understanding of the product from multiple business angles
- Main liaison with vendor partner
- Analyze sales reports and strategize with Buyers & Product Merchandisers to maximize category sales performance
- Coordinate and manage sales activities for department and specialty stores
- Communicate customer expectations, sales progress and solution requirements

Requirements:

- Minimum 5 years of wholesale account experience
- Travel gear or apparel/accessory sales background preferred
- Demonstrated ability to set clear expectations and communicate effectively
- Proven track record of success in a sales environment, strong planning and impeccable communications and organizational skills
- Demonstrated ability to coach, counsel and motivate employees within a team environment
- Bachelors Degree preferred
- Computer literate in MS Office

If this describes you, join our team! Send resume to:

careers@throatthreads.com