

Birkenstock USA, LP
HR Alert – Job Opening

Job Title: Manager of Wholesale Sales Planning- Strategic Accounts

Reports To: Director of Wholesale Planning

Location: Remote

Position Type: Regular, F/T with benefits –Exempt

Salary: \$75k - \$120k

Overview

The Manager of Wholesale Sales Planning is responsible for supporting all activities associated with managing our sales and inventory plans for the assigned Strategic Accounts. They provide in-depth analytical support to the team by strategically driving the business to increase sales and margin while optimizing inventory. They must collaborate with the Strategic Sales team to develop, execute, and communicate merchandise and account strategies as well as financial plans that support the merchandising and financial objectives for the brand. This individual should exude business agility and strategic thinking, leveraging internal and external data to make fact- based decisions.

Responsibilities

- Leverage business and leadership acumen to partner with Sales team and align to revenue, growth, and operational objectives by division/account.
- Coordinate production of weekly, monthly, and quarterly reports for cross functional partners. Provide both qualitative and quantitative analysis and ad hoc reporting upon request.
- Collaborate to understand brand fan demand and market trends and adjust merchandise plans accordingly.
- Partner with cross-functional teams to optimize supply chain processes.
- Develop working Pre-Season plans at the account class level and maintain in-Season forecasting of plans.
- Lead weekly calls with cross functional partners.
- Ensure Channel Leads are provided highly accurate and deliberate analysis to support data driven business decisions.
- Provide solution-minded guidance, bottoms-up reporting, and various relevant analyses focused on amplifying opportunities, minimizing risk to support business strategies.
- Manage and monitor replenishment/core sales by SKU; ensure on order / future projections align with current retail performance, optimizing shipment potential on key items.
- Participates as an active member of the Strategic Accounts team including group meetings, phone calls, sales meetings, regional shows as requested or needed.
- Partner with sales to set the vision for product category and determine in-season reaction to product performance; leverage analysis to determine quantity, styles, and reorder at SKU loc level.

Position Requirements/Qualifications

- Bachelor's degree (B.A. /B.S.) from four-year college or university
- Min. of 8-10 yrs in Buying/ Merchandise Planning in Department Stores, Family Channel or National Chain Retailers
- Advanced Excel skills (can perform complex functions)
- Solid retail math skills in addition to open to buy and retail profitability comprehension.
- Strong organizational skills, attention to detail and business acumen
- Strong analytical skills with ability to analyze complex data sets and draw meaningful insights.

- Excellent communication & presentation skills with the ability to work collaboratively across cross-functional teams.
- Ability to operate both strategically and tactically in a fast-paced, dynamic environment while handling multiple projects simultaneously. Agile to changing priorities & business environment.
- Independent with the ability to be a strong team player and collaborate work with multiple remote partners.
- Ability to travel as needed for key meetings.
- Able to work a flexible schedule to include occasional weekends and holidays.
- Valid driver's license and acceptable motor vehicle record.
- Must be able to lift and carry sample bags weighing up to 25 pounds.

If interested, please email cover letter and resume to Human Resources at mhoessl@birkenstockusa.com

BIRKENSTOCK USA, LP IS AN EQUAL OPPORTUNITY EMPLOYER.