

# BESTSELLER®

## Your New Company

Bestseller is an international, family-owned fashion company offering a range of high-quality clothing and accessories to women, men, teenagers and children. Bestseller has over 130 fashion retail stores between Ireland and the UK, stocking more than 30 brands including JACK&JONES, JUNAROSE, JACQUELINE DE JONG, MAMALICIOUS, NAME IT, NOISY MAY, OBJECT COLLECTORS ITEM, ONLY, ONLY&SONS, PIECES, SELECTED, VERO MODA, VILA, Y.A.S, JJXX.

## Your New Role

- Buying and co ordinating products for the Irish Market
- Manage set targets and budgets for the brands
- Identify new accounts and follow through leads to generate new business.
- Building strong relationships with both customers and other team members.
- Generate B2B & online Direct sales
- Answering customer queries in an effective and time-efficient manner
- Visiting customers on the road with collections as well as showroom sales
- Contact all independent accounts on a weekly basis and maximize opportunities for replenishment
- Identify local market needs and oversee new product development taking inspiration from meetings, trips & engagement with team in DK
- Achieve weekly agreed sales targets
- Analysing Key Account weekly figures, take necessary actions to increase potential
- Attending weekly sales meetings

## Profile Requirements

- Creativity
- Strong communication skills
- Attention to detail
- Knowledge of KPI's
- Positive can-do attitude
- Highly motivated & target driven
- Sales experience required

## The Package

- Competitive basic salary (DOE)
- Fully stocked kitchen (subsidised meals)
- Contributory pension scheme (After Probation)
- Company car
- Fuel card
- Toll tag
- Company phone & laptop
- Company credit card
- Company discount card
- Free parking
- Flexible working hours
- Heavily discounted clothing samples
- 3pm finish on Fridays
- Half Day on Birthdays
- Quarterly Company events