

Mexico Jobs Expertini®

Consumer Sales Lead - Retail and Mono Channel

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Company: Apple

Location: Mexico City

Category: other-general

Summary:

The people here at Apple don't just create products — they create the kind of wonder that's revolutionized entire industries. It's the diversity of those people and their ideas that inspires the innovation that runs through everything we do, from amazing technology to industry-leading environmental efforts. Join Apple, and help us leave the world better than we found it! We are looking for a dynamic Consumer Sales Lead for our Mexico based team. You are responsible for exceeding Consumer Sales business targets, driving sales of Apple products to named partners including retail, e-commerce, resellers, distributors, and indirect channels. This role is accountable for consumer retail and mono-brand, consistently providing an outstanding customer experience at the point-of-sale (POS) in line with Apple expectations. Additionally, this role will develop new initiatives and sales programs to increase efficiency at existing locations by partnering with cross-functional teams including regional sales, finance, marketing, training and operations. The position demands understanding of the opportunities offered by the diverse regional environments in Mexico across all channels. This role will require constant and close communication with local lead team and peers as well as regional teams, external vendors and partners.

Key Qualifications:

Minimum 8-10 years of business management experience
8+ years of proven experience managing and developing high performing sales teams
Deep knowledge of the Retail and Telecom industries
Proven retail sales experience with resellers and major retail chains
Strong ability to grow the business with partners who resell Apple products
Strong

negotiation skills, including at senior levels Proven record of innovation around new business models, applying creative retail strategies to generate sales Keen financial understanding and analytical skills Passionate about developing high performance teams; highly motivated and self-driven Strong leadership with the ability to influence strategic decision-making Skilled at developing key partnerships within organizations, both internally and externally Analytical agility with proven ability to convert data into business intelligence while staying committed to the overall objective A track record of successful roles in companies respected for groundbreaking marketing and channel development. Strong brand and category management experience Outstanding communication and presentation skills; effective at delivering messages to all levels of an organization Fluency in English and Spanish is required

Description:

Develop market leading annual and quarterly strategic business plans to achieve growth objectives. Demonstrate a consultative approach in working with Resellers to uncover new opportunities for growth and increased profitability for our partners. - Optimize sales performance across all Routes to Market. - Develop an expansion roadmap including number of stores, locations, business plans and store briefs. - Collaborate with internal and external partners to develop new and exciting growth opportunities and drive relevant market activities to increase partner sales.- Demonstrate a deep understanding of market trends and the channel; develop comprehensive account plans that align with our partners' strategies and expand Apple's footprint.- Develop sales initiatives and work cross-functionally within Apple and with Resellers to implement channel programs with excellence. - Build, negotiate and implement quarterly demand generation activities. - Collaborate with Retail Operations, Finance and Resellers to lead the forecast and supply planning process to optimize inventory efficiency and in-stock metrics. - Lead the strategy to deliver an exceptional Apple customer experience both in stores and online. - Develop and implement a launch strategy for products to drive initial and longer-term sell-through opportunities.- An engaging and collaborative work style, exceptional communication both verbal and written, a strong drive for results as well as extraordinary interpersonal and negotiation skills are essential to succeed in this role.

Additional Requirements:

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