

Mexico Jobs Expertini®

Sr Retail/Commercial Manager

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Company: Levi Strauss & Co

Location: Mexico City

Category: arts-design-entertainment-sports-and-media

JOB DESCRIPTION

You're an original. So are we .

We're a company of people who like to forge our own path. We invented the blue jean in 1873, and we reinvented khaki pants in 1986. We pioneered labor and environmental guidelines in manufacturing. And we work to build sustainability into everything we do. Our brands stand for freedom and self-expression around the world.

Where we lead, others follow. For more than 160 years, we've used the strength of our brands to lead with our values and make an outsized impact on the world. We employ more than 15,000 people globally to support our great brands: Levi's®, Dockers®, Denizen® and Signature by Levi Strauss & Co.™

We're looking for someone with account management responsibility for our brand. Will develop and deliver tactical account plans for our brand business with passion and excellence, while achieving weekly KPI's. Ultimately, you'll deliver a premium brand experience to surprise and delight our customers & consumers.

About the job.

Deliver the Annual Financial Plan (AFP) target by maximizing the productivity of the business.

Develop and execute the tactical and strategical plans for the brand. Pro-actively deliver sales targets by maximizing productivity of the brand (Ensure effective stock management, deliver P&L targets)

Build strong and collaborative relationships with team and supportive functions to maximize

KA potential

Ensure effective planning by collaborating closely with planning to optimize stocks levels, minimize stock-outs and markdown.

Provide own insights and implement Key Account sales strategy in line with the evolving market trends and competitor moves - for the achievement of the targets.

Build excellent relationships with the account to establish and maintain business. Deliver market intelligence to management based on feedback from customer, consumers and competition.

Manage & develop key accounts store staff to deliver the sales target and brand equity goals whilst building passion for the brand & ensuring outstanding consumer service.

Direct manage from key accounts and through customer business planning, ensures optimal services and systems are provided to Key Accounts

Optimize the cost effectiveness of the sales team, monitoring T&E and all related budget.

About you

Qualifications and Education Requirements

University degree from related departments.

Minimum 6 years of experience in wholesales, preferably in an apparel company (people management experience is a must)

Preferred Skills

Pragmatic and commercially driven

Attention to detail and excellent organizational abilities, working well under pressure.

Strong customer relations and negotiation skills

Collaborative and creative individual with problem solving orientation

Influence change and entrepreneurial approach

Strong interpersonal skills with strong verbal and written communication skills

Able to build strong business relationships

Excellent command of both written and spoken English

Willingness to work within flexible working hours if required

Advanced user of MS Office applications, especially Excel

Levi Strauss & Co. is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, disability status, protected veteran status or any other characteristic protected by law.

We are ...

The perfect fit for
your career.

LOCATION

Mexico, D.F., Mexico

FULL TIME/PART TIME

Full time

Current LS&Co Employees

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