

# MARIA BLACK

## INTERNATIONAL SALES MANAGER

Maria Black Jewellery is a Danish fashion brand located in the heart of Copenhagen. We are a young team with 25 employees in Denmark with sales offices in Oslo and London and have three flagship stores in Europe. The brand is currently presented in 400+ doors around the world and work with several agents and distributors worldwide. We are a company in growth looking for a strong candidate and good-natured colleague to join our team in Copenhagen.

The International Sales Manager is a hands-on position responsible for growing sales revenue and building distributor relationships. The role will be required to manage a large and diverse customer base while seeking new potential business across the globe. This position will be the front-line contact between the company and the customer.

### Job description

The international sales manager is expected to prospect, develop and close sales opportunities and expand customer base as well as providing prompt, professional support to our international accounts and partners. The International sales manager addresses all customer inquiries with the highest degree of expertise, integrity, and product knowledge while keeping our giving brand strategy and core values in mind. This position is in a customer-focused area and requires a positive, mature individual who can give our customers confidence in our jewellery, people, and processes.

### Your responsibilities

- Responsible for global KAM business and sales
- Own and reach/exceed annual sales targets
- Prospect, develop, negotiate and close sales opportunities and expand customer base
- Build and maintain strong, long-lasting distributor and direct customer relationships
- Provide regular status reports on business activities, opportunity development and overall satisfaction of the distributor and direct customer base.
- Stay current with industry developments, competitive offerings, and issues affecting growth.
- Participate in technical reviews of products, staff training, events and visual merchandising
- Work closely with Head of Sales to create and develop short- and long-term business strategies, specifically, business development and growth strategy
- Ensure CRM guidelines are followed
- Propose and coordinate special events (global and domestic) and deliver within budget
- Create seasonal wholesale review by collection/region/customer and feedback to operations, SMT and Design
- Create and submit budgets to finance with Head of Sales.
- Coordinate and attend relevant trade shows/showrooms both domestically and internationally where required together with Head of Sales.

**Experience & Requirements.**

- You will have a minimum of 3 years intl sales and customer experience within fashion and lifestyle
- Solid experience and understanding of international luxury and premium markets
- Proven sales, growth and customer service experience
- Previous experience as a sales executive, sales manager
- Strong analytical and numerical skills
- A team player with a dynamic approach
- Ability to communicate, present and influence all levels of the organization
- Familiarity with Joor and CRM systems
- Passionate about travelling

**Curious?**

Send your application to [carrers@maria-black.com](mailto:carrers@maria-black.com) or call Head of Sales Jesper Backer +45 21 80 82 72 if you have any questions regarding the job position.

Deadline for the application is 23<sup>rd</sup> of April. We are looking forward to hearing from you.