Sendero Provisions Co., LLC in Search of:
Wholesale Territory Manager for Northwest & Southwest Territory

EMAIL: jobs@senderopc.com with resume

Full Description:
Sendero Provisions Co. LLC, referred to as Sendero, was founded in 2014 as an exclusively eCommerce company. After a major rebrand in 2016 and an ownership restructure in 2018, Sendero has become one of the top performing Shopify brands (Top 1%), serves hundreds of thousands of customers, and sells in close to 300 retail locations across the country.

At Sendero, we look for unique talent and skills, and above all else passion and commitment. Our employees are driven individuals who can handle high intensity deadlines and multitasking, while thinking outside of the box and being creative. Employees here take initiative, take pride in their work and accomplishments, and are trusted to work independently, but we are team players known for sharing ideas, support, and resources.

Sendero is looking for a Wholesale Territory Manager to manage all sales functions for specific regions to ensure business growth according to sales projections. This includes account financial planning, assortment planning, developing and implementing sales plans. This position will also be responsible for projecting and tracking monthly inventory needs and on hands for future production, coordinating special product showings, and working closely with customer service to resolve order issues. The position will be based in Waco, TX and will be required to work Monday through Friday at our HQ. This is an associate level position, and any individual filling this role will report directly to the Director of Sales and CEO.

Essential Duties and Responsibilities:
- Responsible for leading sales growth within assigned account territory
- Participates in seasonal account planning meetings in a group setting
- Collaboratively co-create customer assortment plans
- Proactively manages and communicates order confirmations, cancellations, returns and credit line advances
- Manages sales territory within budget guidelines
- In-store merchandising
- Performs other duties as assigned
- Presenting to and collaborating with other teams
- Seasonal trade shows and selling events both locally and across the country

You Are...
- Organized with the ability to prioritize and time manage
- Highly motivated and target driven
● Experienced in negotiation skills
● Competent in Google and Microsoft applications with excellent presentation skills
● Able to build relationships and interpersonal skills

Requirements:

● Bachelor’s degree in Business Administration, Marketing, or equivalent combination of education and experience
● General understanding of apparel merchandising, retail math
● Familiarity with seasonal forecasting
● Excellent communication skills, both written and verbal
● Ability to work comfortably in a fast-paced environment
● Strong communication and interpersonal skills.
● Highly organized, self motivated, and detail-oriented.
● Able to handle multiple projects, under tight deadlines while maintaining a high level of quality and accuracy.
● Open to travel

*Strong preference will be given to applicants with experience in sales of Apparel, Footwear, Equipment and/or equivalent industry experience, but it is not required.

Job Type: Full-time
Pay: $34,000
3% commission on regional sales
Employee Simple IRA
Medical Plan
Employee discount

APPROX TOTAL COMPENSATION: $45,000 to $70,000+ based on sales goals

Benefit Conditions:
● Waiting period may apply

Schedule:
● *9:00 am to *5:00 pm, Monday through Friday. *flexible start and end times

Please visit our corporate website at www.senderopc.com for more information.

Sendero Provisions Co., LLC is an Equal Opportunity Employer

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