

## Beauty and Self-Care Sales Manager

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Company: Artisan People Group

Location: London Area

Category: other-general

A pioneering sales and brand development consultancy is searching for a Beauty and Self Care Sales Manager to be based in its East London headquarters. Your key duties will include: Building and maintaining the client network across the beauty segment by engaging and fostering relationships with key accounts, across Buying, Merchandising and Marketing Driving, monitoring and optimising sales performance, providing communication support in a timely manner and maximising opportunities across markets Negotiating commercial terms, pricing, distribution, special projects, marketing activations and store installations Planning sales forecasting, exceeding company targets and maximising buying budgets while identifying strategic opportunities for growth and expansion Gaining a strong understanding of product knowledge, proactively exploring opportunities to up-sell and cross-sell across the brand portfolio Contributing ideas to enhance the digital wholesale platform to improve user experience and drive sales Maintaining in-depth knowledge of market trends, demographics and buyers needs, ensuring relevant commercial feedback is provided to the Management team Working closely with the Marketing, CRM and Creative team to create and execute commercial strategies to drive traffic and sales conversion Our ideal candidate for this role is a passionate and results-oriented individual with a minimum of 3 years' experience in the beauty retail sector, luxury fashion and business operations. You should be comfortable working independently and collaboratively, possess excellent communication and interpersonal skills, and thrive in a fast-paced environment. Strong analytical abilities, a proactive mindset, and adaptability are essential. Experience with Salesforce and additional languages are a plus.

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