

United Kingdom Jobs Expertini®

Head of Wholesale (WFH)

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Location: United Kingdom

Category: other-general

We have an exciting opportunity for you to join a fast growing international brand as a Head of Fashion Wholesale. THIS ROLE IS REMOTE BASED / WFH. A leading fashion brand known for its innovative designs and high-quality products. Our client pride themselves on staying ahead of the curve and providing customers with the latest fashion trends. As the Fashion Head of Wholesale, you will play a crucial role in driving the wholesale business to new heights.

Responsibilities: Develop and implement comprehensive wholesale strategies to drive revenue growth and expand the brand's presence in the market. Identify new business opportunities and potential wholesale partners to grow customer base. Build and maintain strong relationships with existing and potential wholesale accounts, ensuring excellent customer service and satisfaction. Analyze market trends, competitor activity, and customer preferences to identify opportunities for product development and assortment optimization. Collaborate with cross-functional teams, including design, production, and marketing, to align wholesale strategies with overall business objectives. Monitor sales performance and provide regular reports to senior management, highlighting key insights and recommendations. Stay up-to-date with industry trends, market conditions, and regulatory requirements to ensure compliance and adaptability.

Requirements: Proven experience in a similar role within the fashion industry, with a focus on wholesale operations and business development. In-depth knowledge of the fashion wholesale market, including an understanding of current trends, pricing structures, and distribution channels. Strong sales and negotiation skills, with a track record of successfully closing deals and building long-term partnerships. Excellent communication and interpersonal skills, with the ability to interact

confidently with clients, stakeholders, and team members at all levels. Analytical mindset with the ability to interpret data, generate actionable insights, and make strategic decisions. Results-oriented mindset with a drive to achieve targets and exceed expectations. Strong leadership skills, with the ability to inspire and motivate a team to deliver exceptional results. Proficiency in using relevant software and tools for sales forecasting, inventory management, and CRM systems.

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