

REGIONAL SALES MANAGER – TRAVEL RETAIL AND THE CARIBBEAN

Outside Sales Position based in the South Florida - US

Your responsibilities

The Regional Sales Manager for Travel Retail and the Caribbean will report to the CEO - The Americas and will be responsible for the following activities within their sales territory:

Account Management

- Develop and maintain professional relationships with existing Oris customer base.
- Lead the Oris relationship with cruise ship accounts and act as the main point of contact for this business.
- Ensure that mutually set forth sales targets are met or exceeded
- Visit accounts on a regular basis in a structured cost-effective manner
- Maintain assortment plans for each account and review at each visit.
- Act as the main point of contact for customers and coordinate requests with the home office.
- Participate in marketing planning for accounts and help facilitate co-op advertising plans
- Document all account management activities in company CRM system

Prospective account management

- Identify and open new independent accounts in line with overall brand guidelines and strategy
- Ability to report progress and maintain a methodically approach through the use of the company CRM system

Point of Sale

- Ensure that brand POS guidelines are maintained at the store level and the product is merchandised to the highest standards
- Pursue opportunities for improved visual presence in store included 2nd POS, better positioning, special windows, duratrans etc at each visit

Events

- Plan and execute events with retail account base
- Develop relationships with local watch enthusiast communities and execute events to showcase product.
- Help plan and participate in Airstream events within sales territory

Oris is an independent Swiss watch company based in Hölstein, where we've been making beautiful, timeless, high-functioning mechanical watches for more than 120 years. And that's a joy for us, a joy we want to share with you, today's world citizens.



Training

- Train retail store staff (through both formal and informal methods) to ensure they are knowledgeable about the product and can relay the brand story.
- Develop cruise ship training plans to ensure consistent training among the ever changing staff
- Develop and execute training plans using the CRM system
- Deliver incentives and ensure that store staff are motivated to sell Oris

Whom we are looking for

The ideal candidate will be an energetic self-motivated individual who can take initiative and work independently. They will possess:

- 3 to 8 years of sales experience; bachelors degree preferred
- Ability to travel to accounts on a regular basis (weekly overnight travel required-85 % travel) and to other tradeshows and company events (both domestic and international).
- Strong organizational/time management skills, strong communication skills (written and verbal) and the ability to follow up timely with customers
- A demonstrated proficiency with MS office programs (Outlook, Excel, Word, PowerPoint), relevant social media platforms including Instagram; and experience with CRM systems. Ability to manage large data sets and maintain complex assortment plans across customers.
- Ability to submit weekly call reports and expense reports.
- Willingness to submit to a background check and drug screening.
- Watch enthusiasts with former sales experience highly encouraged

Your contact

Are you excited to work in a dynamic, international environment?
Please send us your application to info@oriswatchesusa.com.

Oris Watches USA

info@oriswatchesusa.com