

Argentina Jobs Expertini®

Sr. Manager Sales Operations

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Company: Adidas

Location: Martínez

Category: arts-design-entertainment-sports-and-media

Purpose & Overall Relevance for the Organization:

To offer reliable, relevant and competitive service levels (according to Global & LAM best practices standards) to internal customers (Sales Departments) and a smooth interaction within Wholesale and all Marketing Departments.

To establish the most effective and efficient framework for the Sales Coordination organization.

To passionately lead the Sales Coordination organization in identifying, developing and implementing strategies for the profitable growth of the adidas brands according to the Management team and Sr. Sales Director vision.

Key Responsibilities :

- To ensure smooth interaction of all Go-to-Market functions and availability of key sales tools along the process
- To ensure development, facilitate smooth operations and contribute to continuous improvement of Retail Space Management business model with tools, data and wholesale guidelines
- Lead the end-to-end Sell-out data flow (from data gathering to data usage) leading the action creation process and ensuring the execution in-store
- To support Sales Director in developing and implement Long Term Sales Strategies
- To ensure the correct development of WHS eCommerce strategy within the market
- To ensure transparency on Excess Inventories Levels and allocation to Sales Departments with highest possible net sales and margins without disturbing regular distribution

- To maximize net margin of remaining excess inventories foreseen for Clearance without disturbing regular distribution
- Support the Sales Director to ensure the Global Wholesale Policies are respected in compliancy with Global guidelines, GCSA and Internal Audit, regularly updating sales force and guaranteeing execution to customers (Terms and Condition and e-policy included)
- To ensure that the definition and execution of the Sales Discounts (Trade Investments) are rolled-out according the TTCG Grid and respecting the Global Wholesales Policies principles
- To support the Sr. Sales Director and Head of Wholesale Channels in the Trade Investments strategy definition and execution
- To ensure Customer Segmentation framework is executed and respected ensuring a correct product distribution according to the Global Wholesales Policies principles
- Support the Sr. Sales Director and Head of Channels in running seasonal/annual Forecasts ensuring a right interaction between Go-to-Market functions involved in the Forecast processes (ex. Sales Campaigns, FBP, Budget) tracking as well the execution evolution
- Support the Sr. Sales Director and Head of Channels in preparing and track wholesales team objectives, Targets and guidelines
- To measure progress on defined KPIs

Knowledge Skills and Abilities:

- Specialist in business or technical skills with detailed knowledge in some areas of work or systems
- Broad & deep knowledge in own functional area, combining theoretical and practical knowledge

Requisite Education and Experience / Minimum Qualifications:

- 7 years experience
- As manager of Experts 0 – 2 years management experience required
- As manager of Admin / Tech Support minimum of 3 years management experience required

Búsqueda laboral equitativa

El empleador sólo podrá solicitarle la información estrictamente necesaria para el desempeño del trabajo que se ofrece.

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