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# Example of International Sales Manager Job Description

Our company is looking for an international sales manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for international sales manager

* Weekly analysis of sales data (ie
* Partner with design and merchandising teams to accommodate exclusive product requests for FE and Mexico markets
* Create line plans for FE/Mexico/Canada and preassort collection (based on selling performance and market needs), to focus seasonal assortments and decrease bookings fall-out
* Send suggested buy proposals to buying teams, to strengthen the quality and potentials of assortments
* Work closely with Senior Visual Merchandiser to assort the buys, develop market strategies, increase seasonal bookings, and ensure brand standards being met
* Develop and manage OTB’s for Mexico wholesale accounts, to monitor retail sales, inventory flow, and markdown cadence
* Monitor gross margin profitability for Mexico and develop initiatives to maximize account profitability
* Maintain seasonal bookings report to track, report and analyze market projections and bookings
* Setup monthly conference calls with Country Brand Managers to assess climate of each market and receive ongoing qualitative feedback
* Management of orders, shipments, inventory, and financial budgets

## Qualifications for international sales manager

* Develop and execute reorders and in-season action plans to improve productivity and sell-thru targets
* Introduce boutique installments/layout adjustments to maximize selling space
* Build and maintain internal and external relationships with US, Asian, European, Mexican and Canadian offices
* Permanent authorisation to work in the UK
* Assess viability and sustainability of current digital deals in international markets
* Accountable for supporting pre-sales