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# Example of Sales Wholesale Job Description

Our growing company is looking for a sales wholesale. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for sales wholesale

* Integrate, modify and follow up on customer orders
* Schedule of the costumer visits through the phone
* Assistance/execution of order dates
* Create and maintain lists
* Preparation and active participation in trade fairs (including ILM , GDS )
* Meet/exceed sales objectives market share within assigned channel and specific accounts while working to support the company’s monthly, quarterly and annual goals
* Aids in pull through of outstanding Broker and Lender Set Up packages
* Document hindsight, insight, opportunities and risks for input into the pre-season planning cycle each season
* Provide the Merchandising Team with product performance and distribution intelligence
* Analyze prior-season forecast accuracy and forecast variability

## Qualifications for sales wholesale

* Produce top-down pre-season plans by category, by management accountability area, distribution segment, and key retailer
* Support the creation of time-phased assortment plans, merchandise plans, and demand forecasts by distribution segment, key retailer, and style-color
* Update assortment plans, merchandise plans, and demand forecasts during the sell-in cycle, adjusting based on order booking patterns
* In conjunction with the Sales Team, develop pricing plans and discount strategies which align to merchandise plans
* Collaborate with the Inventory Management Team on stocking strategies which maximize opportunities and minimize risk
* Enter weekly in-season retail sell-through data into a database and track performance by product, retailer and store level