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# Example of Wholesale Manager Job Description

Our growing company is looking to fill the role of wholesale manager. 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 wholesale manager

* Reaching out to potential buyers, high-end department stores and boutiques, and various other channels to achieve sales through various marketing activities
* Assisting in store buying and merchandising teams with incentives, promotions and training stock swaps, RTVs etc in order to maximise sales
* Achieve business, distribution and merchandising targets through existing and new wholesale customers, including franchisees
* Develop the business through the sales campaign and seasonal trainings
* Analyse local markets and reports to maximise future business opportunities, and to define the seasonal Budget
* Analyse and monitor the sales data for the area
* Ensure reporting activity
* Refresh and circulate operational wholesale reports as per standard reports defined within the region including tracking & publishing key sales productivity KPIs (Call rate, strike rate, ATVs)
* Constantly look for ways to improve systems and streamline processes in the markets
* Be the champion of the B2b tool and provide the needed training to customers, encourage and grow the usage of the tool and of the orders

## Qualifications for wholesale manager

* 2-5 years of experience in a retail or consumer goods business in an analytical role
* 1-3 years of Customer Service/ Production experience
* 1-3 years of experience in Warehouse or a related Supply Chain experience
* Successful studies in Business Management or similar
* Strong understanding of Merchandising, Finance, Logistics, and Retail Operations
* Have experience of working as part of a fast paced team ability to work independently