



JOB DESCRIPTION: **Sales Director**

Baby's Journey is seeking an experienced Sales Director to manage all aspects of the sales function for a young and aggressive organization. The candidate will be responsible for partnering with the executive team to develop a solid sales strategy and personally contact and manage accounts at the Buyer level. The candidate will work closely with Customer Service, Operations, Finance on inventory planning and forecasting as well as partner with Marketing to ensure all retailer needs are supported. Position is located in the Pawtucket, RI office.

RESPONSIBILITIES:

- Establish and execute existing key account sales strategies to increase sales and overall profits.
- Identify new account/channel opportunities along with projected financials.
- Plan and conduct business review meetings with account to ensure the buyer is current on product line, features and overall brand strategy.
- Responsible for accurate forecasting, business planning, and account administrative support.
- Responsible for establishing and managing weekly forecasting and planning meetings with Customer Service and Operations.
- Provide weekly POS analysis (utilizing internal analysis tool) and identify any at risk items
- Partner with finance to ensure all items are set up in portal with accurate account terms
- Manage and update company price lists
- Deliver professional presentations to accounts, followed by detailed follow-up.
- Become a product expert with strong knowledge of competition and retail environment
- Create and maintain a working network of closeout channels to sell overstock and discontinued inventory
- Effectively manage outside sales representatives within select territories

KNOWLEDGE & SKILLS:

- Strong relationship building capabilities with excellent negotiation skills
- Excellent verbal and written communications skills including retailer, licensor or management presentations
- Successful track record for using sales analytics and consumer insights to drive account strategy
- Ability to manage multiple projects and tasks at one time and achieve results under strict deadlines
- Strong communication and interpersonal skills, ability to be self-motivated and work within a team environment.
- Excellent analytical/Excel/PC skills needed

EDUCATION & EXPERIENCE:

- A BS/BA degree in Business Administration or equivalent
- 7-10+ years of relevant experience; juvenile or toy industry preferred
- Experience working with various channels of distribution including Mass retailers, Specialty Channel, Mid-Tier Accounts, Amazon, other e-tailers, and select international accounts (30-40% travel required)

All qualified applicants to submit resumes to joinus@babysjourney.com