

PR/118544 | Whole sales

Job Information

Recruiter
JAC Recruitment UK

Job ID
1599827

Industry
Retail

Job Type
Permanent Full-time

Location
United Kingdom

Salary
Negotiable, based on experience

Refreshed
November 27th, 2026 12:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Wholesale Sales Executive (Fashion Brand)

Position Overview

A global fashion brand is seeking an experienced Wholesale Sales professional to manage and grow its wholesale business. This role focuses on order-taking during showrooms and trade shows, building long-term client relationships, and driving sustainable sales growth within the mid- to high-end fashion segment.

Wholesale Operations & Order Management
• Manage the end-to-end wholesale order process, from order entry and confirmations through to delivery and invoicing for Women's business, with support across Men's orders when required
• Coordinate closely with production, logistics, merchandising, and finance to ensure timely and accurate order fulfilment
• Monitor stock availability and support reorders, amendments, and allocation updates
• Handle order discrepancies, delivery queries, and customer requests with professionalism and efficiency

Reporting & Commercial Support
• Maintain accurate wholesale systems, customer records, and order data
• Track sales performance, deliveries, and seasonal progress against targets
• Support sell-through analysis, forecasting, and end-of-season reporting
• Ensure adherence to wholesale pricing policies, margins, and commercial terms
Showroom & Market Support
• Assist in the preparation and organisation of the showroom for market weeks and buyer appointments
• Coordinate samples, merchandising, and seasonal materials during selling periods
• Provide on-site or remote support during trade shows and market appointments as required

Skills & Experience
• 1–3+ years' experience in wholesale sales, operations, or client support (luxury or premium womenswear preferred, menswear exposure a plus)
• Strong understanding of wholesale processes, timelines, and commercial structures
• Highly detail-oriented with excellent organisational and communication skills
• Confident working across multiple stakeholders in a fast-paced environment
• Proficient in Excel and comfortable using ERP / wholesale management systems
• Professional, service-driven approach aligned with a luxury brand ethos

Confidentiality Notice
This position is strictly confidential. As the search is being conducted discreetly, all information related to this role must not be shared with any third party.

We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description