

PR/118544 | Whole sales

募集職種

人材紹介会社
ジェイ エイ シー リクルートメント イギリス

求人ID
1599827

業種
小売

雇用形態
正社員

勤務地
イギリス

給与
経験考慮の上、応相談

更新日
2026年10月30日 13:00

応募必要条件

職務経験
3年以上

キャリアレベル
中途経験者レベル

英語レベル
流暢レベル

日本語レベル
無し

最終学歴
短大卒： 準学士号

現在のビザ
日本での就労許可は必要ありません

募集要項

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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会社説明