



## TEN THOUSAND VILLAGES

**Job Title:** Wholesale Channel Manager

**Reports to:** CEO of Ten Thousand Villages

**Overtime:** Exempt

**Travel Required:** 15-40% within Canada

**Department:** Sales

**Location:** New Hamburg, Ontario

**Job Description:**

Ten Thousand Villages has a vision to grow retail and corporate sales, as well as expand our national reach. We are seeking a Wholesale Channel Manager who is experienced, self-driven, motivated and is looking for a new and exciting opportunity to advance our business model. This development role is key in expanding Ten Thousand Villages outreach through the development of new business opportunities and collaborations with retailers and sales agents/agencies in order to grow our brand and product exposure while increasing revenue. They will be responsible to work and coordinate inter-departmentally.

This is a full-time position with some over-time required. This position includes a competitive salary and benefits package, commensurate with the size and nature of the organization.

**Qualifications:**

- 5-7 Years wholesale or sales experience role in similar environment, preferably in the home and fashion industry.
- Bachelor's Degree in a related field; Business Administration or Marketing preferred.
- 3-5 years experience managing employees.
- Availability for regular national travel, required.
- Valid Ontario Driver's license, required.
- Sales experience with a national retailer is an asset.
- Access to a personal car for work purposes, required.
- Highly knowledgeable and connected to the retail and wholesale landscape.
- Proven success qualifying and closing new or existing business sales opportunities.
- Experience in collaborating effectively with internal teams, external stakeholders and clients
- Independent work in the full cycle (e.g. idea to completion) of project management (i.e. proven organizational skills, attention to detail)
- Demonstrated effective presentation skills.
- Effective verbal, written and interpersonal communication competencies (i.e. copy-writing).
- Careful attention to detail.
- Extremely well-organized with strong time and project management skills.

- Problem solving and analytical skills to interpret sales performance and market trends.
- The ability to meet tight deadlines and work in a fast paced environment.
- Understand and support of the vision, purpose and beliefs and values of Ten Thousand Villages.
- Flexible work style; available for occasional weekend and evening work.

**Key Deliverables:**

- Drive wholesale business growth, profitability, and productivity via scalable operational processes and order management capabilities.
- Focus on consistent, profitable growth in sales revenues through the management and development of sales agents/agencies.
- Identify strategies and action plans to improve short and long-term sales and earnings, including the development of an annual sales plan based on market research and competitor analyses.
- Develop and work a prospect list to build new business opportunities and collaborations with retailers and sales agents/agencies to meet prescribed goals and initiatives.
- Manage multiple channel selling strategies and market penetration.
- Reinvent business with existing wholesale customers and identify areas of improvement to meet sales goals.
- Negotiate contracts and close agreements.
- Educate sales agents/agencies by establishing programs/seminars in the areas of:
  - Sales of emerging products and multi-product sales.
  - Company and company initiatives.
  - Sales policies, practices and procedures to relevant business partners.
- Collaborate with Marketing to create collateral material and marketing plans that showcase our brand to prospective buyers/sales agents/agencies.
- Collaborate with Purchasing and Merchandising to manage wholesale SKU plan and ensure product arrival deadlines.
- Accurately forecast, review, and share annual, quarterly and monthly revenue streams and assess sales agent/agency productivity.
- Develop and manage the annual budget and collaborate with CFO to establish and control budgets for sales promotion.
- Develop and curate a unique corporate gifting program for clients and employees.

**Physical/Mental Requirements:**

- Standing and sitting for prolonged periods of time.
- Ability to manage a high-stress work environment, because of the nature of multiple demands on one's time.
- Capability to handle detailed, complex concepts and problems and balance multiple tasks simultaneously.
- Ability to travel and work flexible hours, as required.

Ten Thousand Villages welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

**One document with cover letters and resumes may be submitted electronically to [puritymuchiri@mcccanada.ca](mailto:puritymuchiri@mcccanada.ca)**

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