



SALES REPRESENTATIVE North UK QUIKSILVER, ROXY and DC SHOES

Based in Manchester Showroom

MISSION

Developing the client's portfolio and assuring the growth of the turnover:

- Personalising the service to customers and personalising sales
- Understanding the customers' needs
- Being strongly able to make proposals, bring solutions to the customer
- Taking orders in pre-season, ensuring the restocking and end-of-line stocks, reorders in compliance with QUIKSILVER, ROXY or DC distribution policy
- Following-up sales
- Achieving business objectives
- Respecting Quiksilver procedures and commercial policy
- Supporting the marketing and merchandising plan on the field
- Showing great adaptability to solve the customers' problems

PROFILE

- Prioritising tasks / workload in respect to deadlines
- Planning the work programme on a quarterly, monthly and weekly basis
- Being Results-oriented
- Optimising the market knowledge and key figures of the surfwear industry, and the market in general
- Representing the QUIKSILVER / ROXY / DC brand and image to our customers