



As the Senior Coordinator, Field Sales, you will be responsible for overseeing retail coordinator programs across North America. Working with various teams to develop training materials, scheduling and performing product knowledges, while partnering with stores to ensure best floor positioning, displays, coordinating events and more.

Some of What You'll Do:

- Oversee USA and Canadian retail coordinator programs, while being responsible for; Budgets, Schedules, Training and Recap/communication
- Work with sales and marketing departments to develop proper training materials, ensuring product, brand, marketing messages are properly conveyed to sales associates/visual managers/merchants
- Connect with all department managers and relevant store management to schedule PKs and additional store visits/meetings during shipping season
- Attend department store showroom market meetings to communicate specific needs/concerns/ problems with intent to course correct for upcoming season
- Communicate store visit / PK key learnings to sales, bridging the gap between sales and store associates, offering solutions/advice to remedy issue at hand
- Analyze sales reports, prioritizing communication/visits according to need
- Review by style selling, implementing sales initiatives to drive styles/category needing support
- Perform competitive review: gain understanding of competition best / worst sellers, overall trend in store, working with store management to understand Moose rank in dept, communicate all key learnings to sales team
- Work with in store management for best floor positioning, mannequin displays, visual outposts, including Trade Marketing manager for support
- Work directly with Trade Marketing on all in store activities/ events: trunk shows, selling days

Some of What You'll Need:

- In depth understanding of sales and merchandising principles
- Proven sales experience
- Understanding of retail store operations and floor space management
- Strong PC and software skills: MS Office, including Excel
- Commercial approach with the ability to affect business thru operational excellence
- Prepared to travel up to 30% of the time



Some of Who You Are:

- Strong communication skills
- Advanced written and oral communication skills with strong organizational skills.
- Excellent time management skills and self-motivated, must be able to work independently
- Excellent interpersonal skills