



POSITION TITLE:	National Sales Manager – Salomon Footwear	REPORTS TO:	VP/Commercial Director Salomon Footwear– Salomon USA
BUSINESS AREA/ COMPANY/ DEPARTMENT:	Sales	LOCATION:	Ogden, UT
ESSENTIAL DUTIES & RESPONSIBILITIES:	<p>To perform this job successfully, an individual must be able to perform each essential duty and responsibility satisfactorily:</p> <ul style="list-style-type: none">• Assist VP of Footwear in the creation of the US footwear business plan, including creating and executing strategic plans, annual budgets, and forecasts as well as defining the operational strategy and tactics.• Responsible for meeting seasonal/annual sales, margin, penetration/door count targets.• Lead the sales activity directed to specialty outdoor/specialty run/regional chains.• Assist with national accounts as directed.• According to the brand strategy and overall sales objectives, responsible for the implementation of the US sales policy for Salomon Footwear.• Responsible for the development of sales plans, market analysis, account forecasts, and sales goals.• Manage sales budgets, including T&E and discretionary funds to agreed upon levels.• Select, manage, train, and set sales and distribution targets for regional sales representatives.• Create and implement innovative and effective sales and distribution programs to meet sales revenue and profit targets.• Develop annual/seasonal strategic plans for key accounts and categories. This is to include detailed Go to Market plans.• Footwear range management: seasonally, assist, as directed, in selecting the footwear range for the U.S., in cooperation with the activity/product personnel, that meets/exceeds sales plan objectives.• Work closely with the sales analyst to manage the product forecast monthly, communicate demand changes/information to the planning department to ensure sufficient supply. Assist Customer Service and Operations Team in managing product shortages.• Responsible for selling all prior season product seasonally.• Identify and detail core stories and commercial priorities with the Product Category Manager.• In charge of presentations for sales meetings, trade shows and events consistent with current brand direction, objectives and budget.• Work closely with Marketing Department on key initiatives to develop appropriate POP, advertising, and PR projects at national and regional trade shows.• Develop plans to utilize Amer portfolio to grow footwear.• Participate as a key contributor/organizer in sales meetings, trade shows, and key account presentations as necessary.• Communicate regularly with leadership, category manager, marketing, credit, customer service, and logistics to insure highest level of dealer satisfaction.• Domestic travel up to 50%. Some international travel required.		
SUPERVISORY RESPONSIBILITIES:	Carries out supervisory responsibilities in accordance with the organization's policies and applicable laws. Responsibilities include interviewing, hiring, and training employees; planning, assigning, and directing work; appraising performance; rewarding and disciplining employees; addressing complaints and resolving problems. Oversees personnel in sales department.		

REQUIRED EDUCATION & EXPERIENCE: Bachelor's degree (B. S.) from four-year college or university and 4 years related experience in a sales management or similar capacity. Additional experience can be used in lieu of degree.

OTHER QUALIFICATIONS, SKILLS & ABILITIES: The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Ability to organize and coordinate multiple projects simultaneously.
- Knowledge of sporting goods industry desirable.
- Strong supervisory and leadership skills.
- Passionate team leader and team player.
- Strong Microsoft Office skills.

PHYSICAL DEMANDS & WORKING ENVIRONMENT: The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to talk and hear. The employee is frequently required to sit, stand and walk. The employee must occasionally kneel, stoop, crouch, twist and lift up to 25 pounds, with or without accommodations.

PHYSICAL DEMANDS & WORKING ENVIRONMENT (CONT'D): Specific vision abilities required by this job include close vision, color vision, and ability to adjust focus.

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The noise level in the work environment is usually moderate.
EOE/M/F/V

TO APPLY: Please visit this [LINK](#) to apply online.

Posting Dates: 01/23/2012 – 02/23/2012