

JUNIOR NIKE DIRECT ACCOUNT MANAGER

Department Sales
Regio EU (NSO – NSP – NBHD)

Job In this role, you develop and maintain strong relationships with a portfolio of Nike Direct accounts across Europe in order to grow the business. You embrace teamwork to connect with cross-functional internal teams which is crucial to improve the entire customer experience and reach seasonal sales targets. You often work independently, are part of a larger international sales team and receive the necessary support from the (head) office.

Contract Fulltime

Manager NIKE DIRECT SALES MANAGER

Company All Sport Equipment is the official distributor of Nike accessories, Jordan Accessories, Nike Vision, Sneakerlab for the Benelux, France, Spain, Portugal, all Nike Stores and Nike Outlet Stores (Nike DTC) in Europe.

Address Visbeekstraat 11, 2300 Turnhout, Belgium

Website <https://allsport-group.com>

Values of our company

- Passion** We use our drive and commitment to motivate and inspire others.
- People** People are the core of our company, they make the difference.
- Entrepreneurial** We are ambitious and not afraid to take on new challenges.
- Diversity** We believe that diversity promotes creativity and that different perspectives feed the best ideas.

Responsibilities

Account Management

- Comply with the company's commercial policies and procedures
- Manage "target and revenue" of NSO/NSP/NBHD accounts portfolios
- Realization of result-oriented (targets) within the specified period (season)
- Analyze results, draw up action plans and adjust them in conversations with accounts
- Maintaining the relationship with Nike linked to your accounts
- Commercial relationship with NSP accounts
- Presenting, discussing and planning all seasonal items.
- Follow up and negotiate the conditions with your accounts.

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- Follow up of all open questions with accounts.
- Analyze and keep the customer base for internal affairs up-to-date.
- Follow up marketing activities for customers (membership/key city activities)
- Identify opportunities
- Problem solving

Merchandising

- Attend/be involved in seasonal download and preparation
- Build product assortment by store concept / plan to space
- Knowledge of the Nike JR286/nike vision/Sneakerlab range of licensed accessories.
- Follow up the sector (Nike-SNKLB) through all possible media (eg newsletters, social media)
- Instore merchandising at customers with the merchandising plan
- Drive SKU expansion

Planning & Reporting

- Seasonal preparation of sales tool requested by Nike/JR/SNKLB/Internal
- Support the daily business
- Sharing market knowledge to improve sales presentations
- Monitor Key Retail KPI's (STD, inventory/orderbook management) – dynamic replenishment
- Work close with CS to track seasonal order book
- Evolve hindsight and STD sharing
- Allign and agree on the long term strategy together with Nike EU Sales manager

Competencies

We would like to see the following competencies come to life when performing this job, which are linked to the 4 core values within our company:

Passion

- You like to communicate in a constructive, positive and respectful way.
- You give the best of yourself every day and you love to inspire others.
- You speak the language of the customer, the consumer or retailers from your own drive and passion.
- You like to motivate others to explore new possibilities. Making mistakes is inherent to progress.

People

- You are customer-friendly and service-oriented.
- You are naturally curious to better understand the customer and his environment.
- You always maintain a respectful and honest relationship with colleagues, customers, and society and you try to develop this with a long-term vision.
- You understand that working together is the key to success.
- You take responsibility for your role within the team.
- You are a building block to others through your integrity, reliability and stability.
- You manage to take the team to a higher level.

Entrepreneurial

- You think action and solution-oriented and like to act accordingly.
- You embrace new changes within the company.

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ACCESSORIES



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SNEAKER LAB

- You are driven to make a difference and achieve results by applying an enthusiastic hands-on mentality and areas for improvement.
- You use flexibility where necessary.
- You are proactive, accurate and like to work autonomously.
- You convince the customer of new product concepts and you have the ability to provide direction and guidance in this regard.
- Your preparation and knowledge of the market, products, trends and competitors allow you to switch quickly

Diversity

- You can engage in a constructive discussion with others.
- You are open to other opinions, decisions and cultures because they benefit creativity.
- You think out-of-the box, you question yourself but also others to get better together.

Experience and knowledge

- Minimum Bachelor degree in a commercial or business administration.
- In addition, minimum 3 years of relevant work experience, preferably in a hectic B2B environment where you are used to switching quickly.
- Very good knowledge English written and oral, other languages are a plus.
- Very solid Knowledge of Microsoft Office.
- Demonstrated (re)presentation skills
- Knowledge and experience to develop business reporting and analysis
- Knowledge of ERP system Dynamics AX is an advantage
- Nike background is a plus

What do you get in return

- Challenging sales function within a fast-growing family business
- Employed within the retail and sports sector, working for top brands such as Nike and Jordan
- Pleasant, stable and sporty working environment
- Work locations in Turnhout (BE), Hilversum (NL)
- Many independence and work from home options
- Permanent support by internal team
- Fixed salary
- Variable bonus scheme
- Hospitalization insurance
- Meal vouchers
- Company car
- Mobile phone
- Business laptop