



POSITION TITLE: Account Executive – Georgia/ NC/ AL

JOB LEVEL: Account Executive

FLSA STATUS: Exempt

REPORTS TO: REGIONAL SALES MANAGER FLORIDA

LOCATED: Atlanta Market

JOB OVERVIEW: This position is responsible for executing the Sales Strategy on behalf of the International Cosmetics & Perfumes (ICP) brands – with the current focus on The House of Creed. This person will serve as an ambassador for their assigned region and plays a key role in coaching and developing the in-store sales team in the “Customer Experience” while championing sales goals, effectively representing ICP, and working closely with their Regional Sales Manager on all ICP initiatives. This role will also promote and maintain the intrinsic company culture that fosters the firm’s core values of: Transparency, Recognition, Accountability, and Communication and will be committed to ICP’s Leadership Competency Model (LCM).

REQUIREMENTS:

- Bachelor’s Degree in Sales Management/ Marketing/ Sales Administration
- Minimum of 3 years in relevant experience with a luxury fragrance or beauty brand
- Business Acumen and skilled with computer & technology
- Ability to analyze business and identify new functional growth opportunities

RESPONSIBILITIES

- Works with Regional Management Team to execute sales strategy of the Company and Brands
- Partners with In-Store Sales Teams, Product Specialists (PS), Freelance Vendors, Store and Regional Partner Management to determine training needs and priorities within region that are tied to the company’s initiatives and brand framework
- Executes strategy to provide coaching and training to increase skill level of associates, Product Specialists (PS) and Freelance Vendors with a focus on building replenishment business and driving top line sales
- Conducts in-store training sessions utilizing product knowledge, fragrance expertise, productivity measures and best practices to enhance selling skills and increase relevant business acumen of Sales Force
- Reinforces use of company tools and collateral to develop skills of the Sales Associate (SA), PS and Freelance Vendors while visiting stores
- Partners with retail Regional Directors, District Managers, and Store Management, to audit stock levels and the effectiveness of program implementation, application, and impact of sales training programs; reinforces best practices which drive results
- Executes in-store event strategies which create excitement and interest in ICP products resulting in enhanced relationships and increased sales
- Partners with Retail Marketing and Store Managers to market in-store events in the local community leveraging existing client base and inviting new customers
- Facilitates and executes in-store events; including Personal Appearances and Trend shows for all brands
- Effectively executes operational functions on a timely basis including ordering collateral, providing return authorizations, submitting expense reports, Retail Action Plans and Budget planning
- Provides feedback to Company to improve inefficient process or execution in the field
- Embodies the firm’s vision to inspire our clients through beauty innovations and the narrative of luxury while championing company practices and culture
- Seeks to promote and cultivate the company and brand awareness with external partners
- Compensation includes competitive salary, health benefits, PTO schedule and 401K plan

ICP is an Equal Opportunity Employer. All applicants are considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.