

Account Manager

Interloop North America (ILNA) is a small, passionate team dedicated to being **agents of positive change** for the stakeholders & community by pursuing an **ethical and sustainable business**. We offer a **welcoming workplace and are committed to diversity, equity and inclusion**. Headquartered in the City of Arts & Innovation in downtown **Winston Salem, NC**, ILNA was established as the North American representative of Interloop Ltd., one of the world's largest sock manufacturers – now expanded to denim, activewear, and other apparel categories. A career at Interloop North America offers countless ways to make an impact in a fast-growing organization.

We are seeking candidates for the **Account Manager** position, which is a **customer facing** role that will work closely with the marketing and planning teams. This position reports to the EVP Sales and Marketing.

You will:

- Build relationships and drive sales with major retail customers, working directly with their departments, e.g., sourcing, merchandising, design, packaging, planning, quality, etc.
- Build & maintain relationships and communication channels with internal and external cross functional teams
- Identify white space and develop strategies to drive category growth and achieve or exceed sales goals
- Serve as key point of contact for seasonal calendar management, milestone meeting set-up, costing negotiations, new items, key initiatives, etc.
- Build strategic business partnerships focused on sustainable growth
- Collaborate with the customer's business managers to analyze sales/POS trends and make recommendations for in season actions and seasonal assortment updates to drive growth.
- Collaborate with marketing/merchandising to develop actionable and insightful market intelligence
- Manage through challenges and negotiations with the customer
- Understand the marketplace, competitive threats to formulate actionable customer development plans
- Collaborate with the customer's business managers to analyze sales/POS trends and make recommendations for in season actions and seasonal assortment updates to drive growth

About you:

You thrive as an **influencer, developing and prospecting new customers** to expand the business. **Strong product knowledge** allows you to use **honed presentation and meeting facilitation skills** to present the company's products and competencies with **confidence**. Your **problem-solving tenacity** drives amazing customer service. You are **passionate** and **thrive in groups of people who are enthusiastic toward a common goal**.

We'd like to see:

- applicable bachelor's degree, preferably a business degree
- 7 years sales or retail experience
- 5 years private label sales experience is strongly preferred, with an understanding of the product development and product life cycle process
- Experience working with global business partners is preferred
- Experience negotiating pricing preferred
- Passionate and goal oriented
- Strong ability to listen and interpret customer wants / needs
- Ability to drive collaboration with cross functional team members and manufacturing partners as well as manage conflict
- Understanding of the Apparel Industry and competitive landscape; a good student of the industry
- Understanding of product construction, development process and key cost drivers
- Strong verbal and written communication skills. Must be able to communicate and accept feedback in a positive and professional manner with staff, manufacturing partners, vendors, and clients.
- Proven project management skills, including short term and long-range project planning
- Excellent meeting facilitation and presentation skills
- Demonstrated problem solving skills and results orientation

- Proficiency with MS Office, Excel, PowerPoint
- Excellent follow through and attention to detail and accuracy

Do you think this might be the opportunity for you?

The position will be based in Winston-Salem, NC. Interloop North America offers a competitive benefits package and salary commensurate with experience. If you meet these requirements and are interested in learning more, we would love to hear from you! Please submit your resume and salary requirements for consideration. All qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, veteran status, or any other protected status as required by applicable law.