

Field Manager of Licensee Sales

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Company: Ashley Global Retail

Location: United States

Category: other-general

Build Your Career with Ashley
Field Manager of Licensee Sales
What Will You Do? Conduct ongoing location visits to identify and support the licensee in product training, merchandising and product assortments, partner on velocity walks and help support any additional areas of opportunity to help grow wholesale sales. Supports licensee new store openings and grand re-openings. Participates in new licensee onboarding. Participates in operational strategy meetings to devise execute best practices or improvement plans to address region licensee needs or correct identified issues. Ensures licensees in district remain in compliance with the TUA. Monitors brand standards, including product and visual, through a rigorous protocol of field visits and licensee self-reporting to help improve and continually enhance brand equity in the licensee community. Fosters the licensee network communication process, including field reports, weekly newsletters, quarterly business strategy meetings and reporting protocols. Maintains strong relationships with the region licensees. Resolves licensee issues and concerns. Attends Markets to help introduce licensees to new products and programs. Participates in quarterly Licensee Sales meetings to provide team building and support to licensees. Assists in the support of Tier 2-5 licensees as needed. Works as part of a team, plus on occasion will engage in deeper dives into problematic areas or developing opportunities as a member of a “strike force” approach. Promotes the Ashley brand image through active involvement in community associations and events, such as the Chamber of Commerce, Kiwanis, or Rotary Club or volunteer organizations. Demonstrates the company’s core and growth values in performance of all job functions.
What Do You Need? Bachelor’s degree required in Business Administration,

Management, Marketing or related field or an equivalent combination of education and experience will be considered. Three to five years of retail sales and sales management or distribution center experience. Preferably with experience in furniture retail and fulfillment-based operations employing a license or franchise model. Visual Merchandising, Furniture or Training experience a plus. Exceptional knowledge of retail, sales and training operations processes. Willingness to travel 80%. Ability to facilitate training and/ or presentations in front of small and large audiences. Strong business acumen, with demonstrated knowledge of finance, management, marketing and merchandising. Knowledge of licensed business owner or franchise law. Knowledge of training management and improvement methods and tools. Outstanding analytical and problem solving skills, with the ability to dig deep into the data and then turning that insight into action to drive results. Outstanding leadership skills, with the ability to build an inspiring culture through vision, empowerment and development. Outstanding verbal and written communication skills, with the ability to organize thoughts, communicate clearly, completely and concisely. Strong project/resource management and organizational skills, with the ability to consistently meet demanding deadlines. Strong skills in relationship management and coaching that result in the accomplishment of goals. Strong skills in agility, along with the ability to pivot easily when directions and priorities change on short notice. Strong skills in MS Office Suite or similar office software.

Compensation Salary: \$80,000 Individual compensation packages are based on various factors unique to each candidate, including skill set, experience, qualifications, and other job-related reasons.

Who Are We? At Ashley, we're more than a business...we're family. As the largest manufacturer of home furnishings in the world, we know what it takes to build incredible furniture and future leaders. We're problem solvers with the grit to persevere during challenging times and innovators who won't coast when times are good. We create solutions, not excuses. And never settle for status quo. It's the reason we're always searching for better ways to delivering an exceptional customer experience. That's why Ashley Furniture is #1 in our industry.

Ready to grow? You've come to the right place. Ashley Furniture has a "Growth Mindset", and once you join our team, you'll learn from the best in the business.

Apply today and find your home at Ashley!

Benefits We Offer Health, Dental, Vision, Employee Assistance Program Paid Vacation (80 Hours), Holidays, and Your Birthday off Generous Employee Discount on home furnishings Professional Development Opportunities Ashley Wellness Centers (location specific) and Medical Tourism Telehealth 401(k) and Profit Sharing Life Insurance

Our Core Values Honesty &

IntegrityPassion, Drive, DisciplineContinuous Improvement/Operational ExcellenceDirty
FingernailGrowth FocusedTo learn more about Ashley Furniture, our community
engagement programs, environmental stewardship, and our core values, please visit our
Corporate Social Responsibility information page:[https://www.ashleyfurniture.com/about-
us/corporate-social-responsibility/report](https://www.ashleyfurniture.com/about-us/corporate-social-responsibility/report)We are an equal opportunity employer and provide a
drug-free working environment. While Ashley appreciates the interest of all candidates only
those meeting specific position requirements may be contacted. Principals Only.

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