Job Description	
Job Title	Global Commercial Manager, Atomic Apparel & Gear
Company **Department** **Brand**	Atomic Austria Gmbh Apparel & Gear Category Atomic
Location	Altenmarkt, Austria
Reports to Hard Line: **Reports to Dotted Line:**	BUM Atomic A&G
Direct Supervisory Responsibilities **Indirect Supervisory Responsibilities**	Demand & Business Planner Sales Representatives, Commercial Managers in Shared Sales Organisations
Travel Percentage and Type	40-50 % Domestic and International Travel
Job Purpose and Mission	• Develop and implement the Atomic Apparel & Gear global commercial strategy in order to meet the annual sales and EBIT targets identified in the Strategic plan. • To maximize business potential of Atomic Apparel & Gear
Scope of Work	• Atomic Apparel & Gear
Key Tasks	• Establish the brand's commercial key business drivers (KBDs) for apparel & gear and secure execution by the sales organization in all markets • Set seasonal targets by region for sales, margin, pricing, distribution & product mix (incl. door counts and door efficiency) • Define the seasonal tools required for effective for sell-in and sell-through collaborate with Brand Marketing and Regional marketing teams to execute. • Contribute to developing strategic business plans and lead communication to the sales organizations. • Develop the seasonal GTM calendar and set clear milestones. Contribute or lead dedicated I2P meetings as defined in process documents. • Monitor and evaluate commercial and sales performance against targets (Analysis, Reporting, BA calls) • Review the demand plan and direct supply planning to maintain product availability and inventory levels within DSI, line fill and on-time targets • Coordinate key market and customer input into product creation as necessary to optimize local product line-ups • Contribute to the Atomic Apparel & Gear leadership and continuously seek for improving brand and business performance
Key Relationships	• Collaboration with planning and finance functions • Close collaboration with Product Line Management and Marketing, with GTM commercial and sales management and other global commercial directors.

Needed Skills (Languages, IT, Technical, Functional, Etc.)	• Assortment Planning • Assortment Selling • Retail Math and Merchandising Metrics • In-store Excellence • Basic understanding Product/Textile Technology • Excellent Presentation skills • Strategic Sales planning • Fluent communication skills in English • Outlook, Internet, MS Office, Analytical Tools
Needed Competencies	• Formulating strategies and concepts • Developing a Game Plan • Planning and Organizing • Business acumen • Business finance understanding • Leadership (and managing people) • Drive, enthusiasm • Building strong networks • Persuading & Influencing • Delivering results and meeting customer expectations • Entrepreneurial and Commercial thinking • Hands-on
Needed Work Experience	• 8+ years relevant commercial, sales and merchandise management (leadership) experience in the athletic and/or sporting goods market (Market and Customer Insight) • Developing strategy and holding responsibility of revenue, margin and OPEX in an international business • Specific, substantial experience of wholesale apparel business • Retail experience is of advantage • Pan European experience essential, Global experience beneficial • Leading & developing a high performing commercial team • Building strong customer relations • Business Development
Education	Post-secondary education in business/Marketing or related area or equivalent experience

EOE M/F/V/D

CANDIDATES MUST BE AUTHORIZED TO WORK IN THE U.S. FOR ANY EMPLOYER WITHOUT SPONSORSHIP OR TRANSFER OF VISA.

PLEASE SEND YOUR APPLICATION TO ANNE.GROSSVALLET@AMERSPORTS.COM

POSTING DATES:

FOR HR PURPOSES ONLY	
JOB TITLE: LAST REVISED: JULY 17, 2014	JOB CODE: