Our growing company is seeking to hire two key employees who will be responsible for sourcing and introducing products that align with the LucyLuxx brand and customer base. Our Salaries are competitive and include bonuses and commissions. The positions are as follows.

Sourcing Lead

We are seeking an experienced senior buyer to step into the shoes of the incumbent and lead our entire sourcing department and will be responsible for the acquisition of product at competitive prices through sensible planning and purchasing. The buyer must have a degree in business and have worked in the retail or fashion industry, and must be largely familiar with our customer base. The right candidate will be an experienced professional capable of identifying future trends that are just beyond the horizon. The incumbent buyer is responsible for:

• identifying and meeting suitable suppliers/manufacturers

• visiting fashion shows and trade fairs to look for new products

• managing stock levels

• negotiating prices, quantities and delivery time-scales

• pitching ideas

• producing reports and forecasts

• financial administration

* Liasing with other employees about sales performances

• reviewing what is and isn’t working.

**Sourcing Lead for LuxxFragrance**

We are looking for an innovative creative to research and develop our LuxxFragrance division, a long-time dream of the LucyLuxx founder who is an avid fragrance enthusiast. The Luxx Fragrance division will feature scents from niche fragrance houses of all kinds. Following the traditional LucyLuxx service model, LuxxStylists will customize fragrance wardrobes for VIP clients, provide them with advance releases and unique, exclusive experiences, and will develop deep relationships and knowledge of individual customer needs to dynamically match customers with the fragrances that fit their lifestyle and personal style. Because LuxxStylists are expected to know all aspects of the customer experience and all product divisions, the LuxxFragrance Sourcing Lead will be solely responsible for procuring the right mix of fragrances that support our LuxxStylists in their work.

The ideal candidate will have a wide range of training or experience in retail, fashion, or beauty merchandising and design as well as experience in advertising, or marketing. In addition, the ideal candidate must be a fragrance enthusiast or collector, or have working knowledge of perfumery. Although moderate experience is preferred, all interested candidates, including new graduates, should apply.

Our strong preference is that a successful candidate will be available to work full time, but LucyLuxx is very flexible and understanding of prior commitments.

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* Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls.
* Meeting planned sales goals.
* Setting individual sales targets with the sales team.
* Tracking sales goals and reporting results as necessary.
* Overseeing the activities and performance of the sales team.
* Coordinating with marketing on lead generation.
* The ongoing training of your salespeople.
* Developing your sales team through motivation, counseling, and product knowledge education.
* Promoting the organization and products.
* Understand our ideal customers and how they relate to our products.

**Sales Manager Requirements:**

* Bachelor’s degree in business or related field.
* Experience in planning and implementing sales strategies.
* Experience in customer relationship management.
* Experience managing and directing a sales team.
* Excellent written and verbal communication skills.
* Dedication to providing great customer service.
* Ability to lead a sales team.

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