

WHOLESALE SALES MANAGER (Full-time; On-site or Remote)
ENVY Wigs & Hair Add-Ons
Indianapolis, IN

A leader in alternative hair, ENVY has always been committed to empowering women—and to helping power its retail partners' businesses.

Our **WHOLESALE SALES MANAGER** will be the key to heightening that commitment—utilizing sales data (and market savvy) to better serve (and grow) existing accounts AND identify and convert prospective partners. Role reports to CEO.

Responsibilities:

- Develop wholesale strategy for significant growth (including new distribution channels, national retailer partnerships, etc.).
- Partner with CEO & CFO to build business plan, targets, and overall budget.
- Bring an entrepreneurial, win-win mindset to driving incremental growth with active wholesale partners.
- Manage preferred e-commerce partners.
- Act as Brand Watchdog—ensuring compliance with ENVY guidelines across our e-commerce partner's sites.
- Take a leadership role in communicating brand's positioning/unique selling points to ensure optimal product placement in-store and online.
- Provide input and feedback to the product/marketing teams regarding product needs, competitive product and pricing strategies, training/education, and marketing tactics.
- Provide input and insights in the cross-functional execution of product launches
- Regularly monitor Retailer Rewards Program to help members seize next-level saving opportunities (while growing ENVY's profits).
- Partner with CMO to ensure optimal presentation of the ENVY brand when on the road/prospecting.

Qualifications/Skills:

- At least five years of proven Sales Account Manager experience
- A proven track record of growing wholesale annual sales.
- Experience using Customer Relationship Software.
- E-commerce experience a plus.
- Beauty/Hair experience a plus.
- Must enjoy and be able to travel (60-70% of job)
- Excellent analytical and negotiation skills.
- Ability to conduct market research.
- Detail-oriented and customer-centric.
- Problem-solving ability.
- Ability to recognize/leverage business-building opportunities.
- Excellent multitasking and organizational skills.
- Excellent written, verbal communication, and interpersonal skills.

Benefits/Compensation:

- Excellent health, dental and vision insurance
- Paid vacations and holidays
- A generous discount on ENVY products
- A business casual work environment
- A healthy work/life balance
- Base Salary + Commission

ENVY Wigs & Hair Add-ons is an Equal Opportunity Employer.

ABOUT ENVY

Feeling in control breeds confidence. And Designer & CEO, Alan Eaton, believes no woman should ever have to lose that confidence due to scalp sensitivity or thinning hair. Now entering its second decade, the Indianapolis-based brand is designed to be more wearable, and more affordable—with industry-changing innovations that deliver maximum comfort while making ENVY wigs indistinguishable from consumers' own natural hair.

Offering comprehensive education and custom merchandising, ENVY stands by its retail partners as passionately as its products. And with the constant introduction of NEW on-trend styles, continues to ensure that EVERY woman can experience the emotional and aesthetic benefits of wig-wearing.