

Basics

Job Title Strategic Account Associate – Sport Style
Reports To Senior Director – Strategic Accounts
FLSA Status Exempt
Direct Reports No

About Mizuno

Mizuno USA's roots trace back to its parent company, Mizuno Corporation. Mizuno Corporation was established in Osaka, Japan in 1906 by Rihachi Mizuno. Today, Mizuno USA is located in Peachtree Corners, GA and continues to manufacture and distribute high quality golf, baseball, softball, running, track & field, and volleyball equipment, along with apparel and footwear.

Since our founding, we have taken special pride and pleasure in being able to participate in the exciting world of sports and providing sports equipment of the highest quality. Each and every one of us is guided by the ideal of true sportsmanship. That was true over 100 years ago and is still true today. It is evident in our corporate philosophy which, simply stated, is "Contributing to society through the advancement of sporting goods and the promotion of sports."

Are you a competitor driven by overcoming extraordinary challenges? Are you motivated by being a critical team member? Do you aspire to join a brand that makes a difference in the communities we serve? Mizuno USA is seeking top performers like you carry on the legacy of one of the world's most iconic sporting goods brands.

Every Mizuno USA teammate is a champion of our Mission and commitment to one another and athletes everywhere as they strive for ultimate achievement at every level of competition.

Let us know if you're game-ready!

Summary

The Strategic Account Associate (SAA) is responsible for achieving strategically aligned sales and brand development objectives for Mizuno's Sport Style product lines within designated National Accounts. The direct accountability for this position is to include: achieving sales, market share, and variable profit targets within each account, and controlling selling-related expenses.

Essential Duties and Responsibilities

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The Strategic Account Associate will perform tasks like the following:

- Manage the sell-in, sell-through, and profitability of Mizuno's Sport Style products within designated National Accounts, in alignment with the marketing plan and business policies
- Develop, implement, and execute comprehensive business development plans for each account by market, to include SKU mix, purchase plans, in-store merchandising, store employee education, periodic consumer promotions, local market grass roots events, and sell-through objectives
- Manage Co-op dollars and promotions effectively and efficiently in accordance with divisional goals and budgets

- Work closely with global product team to develop account specific SMU opportunities, to add incremental revenue and account differentiation
- Report monthly/quarterly sales and profitability analysis and revised annual forecasts to Sr. Director
- Effectively manage collaboration scenarios (selling and maintenance) with coordination from the global product team
- Cooperate with Supply Chain to ensure timeliness and accuracy of customer orders
- Interface monthly with Supply Chain to share account forecasts and status of Futures Orders
- Provide market feedback to the Global Product Team to help shape product direction, competitive activities, and strategically aligned business opportunities
- Partner with internal and external stakeholders to ensure timely, accurate, and complete delivery of merchandise orders
- Ensure understanding and adherence to each customers' vendor compliance guidelines
- Assist Credit Department to ensure each account's receivables balance is maintained in "current" status and that credit-related receivable discrepancies are resolved in a timely manner
- Partner with Brand Marketing to fully realize opportunities for in-store product displays and brand merchandising at each account
- Manage Promotional and Travel & Entertainment budgets

Qualifications

- Bachelor's Degree in Business, Marketing, Fashion Merchandising, or a related field
- 2-3 years of experience in account sales, preferably in the sneaker/fashion industry
- Previous inside sales/customer support experience in the sports equipment/apparel/footwear industry
- Self-motivation, adaptability, and an attitude of teamwork
- Proactive approach to problem solving and process improvement
- Leadership ability and ambition for advancement within the company
- Ability to commute to Peachtree Corners, GA offices several days per week
- Advanced knowledge and experience in JD Edwards software, Excel, and IBM Cognos Analytics
- High proficiency in MS Word and PowerPoint
- Visual presentation skills and an eye for detail
- Ability and manage multiple tasks and prioritize workload in a dynamic, fast-paced environment
- Exceptional written and verbal communication skills
- Sharp critical thinking and analysis skills, with high attention to detail and personal organization
- Ability to remain positive in the face of challenges and to focus on team success
- Ability to build relationships effectively within cross-functional teams
- Background in playing or coaching competitive sports is preferred

Physical Demands/Essential Functions

- Prolonged periods sitting at a desk and working on a computer in an open office environment
- Must be able to lift up to 15 pounds at times.

Work Environment

- Open office environment
 - Low to moderate noise levels
 - Overhead lighting
 - Occasional work from home
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Whenever possible, Mizuno USA, Inc. strives to promote from within if the skills and necessary qualifications meet the requirements for the position. Internal and external candidates will be considered for the position and the best candidate will be hired.

Mizuno USA, Inc. is an Equal Opportunity Employer: All qualified applicants will receive consideration for employment and will not be discriminated against based on their race, gender, disability, veteran status or other protected classification.

EOE M/F/D/V

Visit <https://www.careers-mizunousa.com/jobs> to apply, or send your resume and cover letter to mizunocareers@mizunousa.com and include the Job Title in the Subject line.