



Head Wedding Sales Coordinator

Company Overview:

HARTTER | MANLY was founded on a simple premise – to provide a personalized luxury ‘Made To Measure’ shopping experience to gentlemen with discerning taste at fair prices. With an emphasis on unique and sophisticated style, quality, and impeccable customer experience, HARTTER | MANLY continues to evolve the game in men’s fashion.

HARTTER | MANLY features a refined collection of luxury fit, fabrics, and accessories. Carrying ultra-fine Made to Measure suits, jackets, hand-sewn shirts, and ties. We believe that by enabling people to look their best, we’re doing our part in empowering them to be the very best version of themselves. How you express yourself fashionably has a tremendous impact on your presence and social relationships.

We encourage you to live with your best foot forward as often as possible. It’s a lifestyle. We are living through exciting times; unprecedented numbers of individuals are utilizing and leveraging contemporary social tools and platforms to build unique brands/businesses. The workforce is more diverse than ever with creativity being the driving force behind countless new careers. We love that goal-driven energy and embrace the accompanying lifestyle.

We’re here to bridge the gap and fuel ambition.

Job Requirement:

We are seeking someone who has experience with wedding sales and ideally is a practicing wedding coordinator. This individual needs to have a vast network with other wedding coordinators, bridal shops, high-end venues, photographers, videographers, etc. as well as already attend wedding tradeshow.

The ideal candidate must have a flexible schedule that allows them to work evenings, Saturdays, and Sundays if need be during busy periods. Overall, the role is what the wedding sales coordinator makes of it.

- Preferred experience in a fashion environment or sales
- Confident and proactive, with excellent verbal and written communication skills
- Customer centric: proven ability to build relationships with customers
- High attention to detail
- Results oriented
- Savvy in social media marketing
- Highly motivated self-starter



Job Requirement: (cont.)

- Figure out good mediums to make contacts with folks in the industry. How should we introduce the brand to them and make it worth their time to converse with us? What kind of partnerships can we setup with others to help drive sales?
- Create canned responses on how to reach out to professionals in the industry. What can we do to get them excited about the brand? How are they being incentivized by other vendors to push their brands? How should we compensate them?
- Create and manage HARTTER | MANLY’s knot.com presence with the assistance of our web developer. What do we need to do on key wedding sites to help us stand out and drive sales? What are competitors doing on those sites to be successful (e.g., Black Tux)?
- Determine if we need to create a Pinterest in addition to our Instagram and Facebook presence. If so, create and leverage material from our current social media accounts.

Sales:

- Work with your network to sell to full wedding parties or even a subset
- Organize styling appointments with HARTTER MANLY’s leadership team before going to an appointment
- Grow and expand your network of customers interested and able to buy our product
- Ensure that sales leads are identified and prioritized by creating and analyzing customer lists
- Achieve monthly and yearly sales targets

Compensation:

Subject to providing the services as outlined above, the Wedding Sales Coordinator will be paid half of commissions upon sale and the other half when the product is delivered and the customer is happy with the product. The percentages of pay resets every month. Your starting compensation will be based on the table below. Upon completion of the term, HARTTER MANLY can change the compensation structure as needed to incentivize contractors in a manner that falls in line with the Company’s goals. The following pay structure is progressive in nature and entirely commission based:

Start of Range	End of Range	Percent of Sales	Tiered Compensation	Total Compensation per Month	Total Compensation per Year
\$-	\$2,500.00	13%	\$325.00	\$325.00	\$3,900.00
\$2,500.01	\$5,000.00	15%	\$375.00	\$700.00	\$8,400.00
\$5,000.01	\$7,500.00	17%	\$425.00	\$1,125.00	\$13,500.00
\$7,500.01	\$10,000.00	19%	\$475.00	\$1,600.00	\$19,200.00
\$10,000.01	\$15,000.00	21%	\$1,050.00	\$2,650.00	\$31,800.00
\$15,000.01	Plus	23%			\$-

* Top full-time performers at competitors sell ~\$480,000 a year after 2 years. If the Sales Consultant averages around \$480,000 in sales per year, it equates to \$100,800 in annual commissions.