



Jack Menzies

Key Account Manager

London, UK

[View profile on Dweet](#)

Languages

English

About

I am an experienced account manager having worked with a variety of businesses in varying industries over the past 8 years. I'm hardworking, enthusiastic and outgoing, I consider my approaches to be logical whilst commercially aware. Accounts I have worked with include ASOS, Amazon (Vendor & Seller Central), END, JD Sports, Very, Frasers Group, John Lewis, Sainsburys, OCADO, Waitrose, Oliver Bonas, QVC, Harrods, Selfridges, Waterstones & Zalando.

BRANDS WORKED WITH

- Joules
- Old English Co. & Mal Paper
- PVH UK | Tommy Hilfiger & Calvin Klein
- River Island
- TOYOTA MATERIAL HANDLING UK

Experience

● Key Account Manager

PVH UK | Tommy Hilfiger & Calvin Klein | May 2022 - Now

PVH UK Tommy Hilfiger & Calvin Klein Key Account Manager Menswear Footwear & Accessories May 2022–Present Full account ownership of key UK Pure Player accounts, including key strategic accounts (ASOS & Very). Orderbook and P&L management for assigned accounts, managing sell in of products, ensuring on time and in full deliveries and sell out analysis. Development of strategic 5-year plans and collaboratively implementing them alongside accounts. Identifying white space opportunities within product ranges to work on SMUs for key account partners. Budget negotiation with key partners to ensure internal budget and KPIs are met and exceed.



● Account Manager

River Island | Aug 2021 - May 2022

Product and account management across UK & International partners, managing a year-round OB worth approx. £80m, including P&L management for designated Menswear accounts. Implementing new SMU process with ASOS aimed at improving speed to market, reducing lead times from 12 weeks to 1 week, adding revenues of £2m. Management and development of two team members, Assistant Account Manager & Product Admin Assistant.

● Wholesale Manager

Old English Co. & Mal Paper | Feb 2021 - Aug 2021

Full wholesale, P&L & credit control management of Old English Co. alongside the successful launch of Mal Paper as a wholesale business. Implementing new ways of working to improve wholesale processes and functions, including new orderbook management systems to ensure a touchpoint at every stage from order to fulfillment of products. Set up and launch for OEC & MP on Amazon.



● National Account Manager

Joules | Jan 2019 - Sep 2020

Management of key national accounts throughout the UK alongside finding and developing new stockists. Negotiation of trading agreements with new and existing accounts with effective P&L management. Forecasting of seasonal demand to ensure orderbook conversion across approx. 250 accounts.



● Trainee National Account Manager

Joules | Jun 2017 - Dec 2018

Shadowing senior members of the team to learn the wholesale functions. Identify opportunities for growth within existing and new partners whilst adhering to Joules' brand guidelines.

- **Business Development Executive**

TOYOTA MATERIAL HANDLING UK | Mar 2015 - Oct 2016

Completed a 9-month intensive Toyota sales training program. Using different methods, generated opportunities worth approx. £3m across the East Midlands and East Anglia regions.

Education & Training

- **NWHC**

Business Studies & Management,

- **HINCKLEY ACADEMY**

English Literature & Language,