

Junior Merchandiser

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Company: Yours Clothing Limited

Location: United Kingdom

Category: other-general

What is the role

As a Junior Merchandiser you will trade the Company through effective management and planning of stocks. This will include managing intake, allocations to stores, sales, markdowns and promotional activity.

As a Junior Merchandiser you will be responsible for assisting the Merchandiser in the purchasing, intake and distribution of merchandise across the UK in order to maximise sales and margin within the assigned departments of responsibility.

Working closely with the Buying department, the core areas of responsibility are as follows;

- Trading and Commercial Awareness

- Stock Management

- Profit Management

- Range Planning

- Relationship with Others

What you will do

- Commercial Awareness

- Analyse and report on sales performance of the department taking ownership on decisions of any opportunities or risks to sales and profit

Consistent awareness of best and worst sellers for the department and company and identifying opportunities for growth

Conduct regular store visits to obtain direct feedback from staff and customers

Demonstrate a clear understanding of the plus size market

Stock Management

Take ownership of maintaining all aspects of the departmental WSSI

Work closely with the Buying team on open to buy (OTB) status of WSSI and ensuring OTB is filled accordingly

Take ownership of flow lines for the department

Maintain line details and range plan

Work with branch merchandising on allocations

Profit Management

Understand the key components around profit and how it is calculated

Action agreed markdowns on the system and analyse the effectiveness of them

Knowledge of the departments OTB and stock levels understands the implications of being under or over stocked

Range Planning

Analyse all historical data and lessons learnt for strategy packs

Under guidance of Merchandiser and in conjunction with Buyer constructs a range to deliver key blocks as well as newness and true choice to the customer

Continuously review range in line with current trading to maximise profits

Review depth and width to maximise availability and minimise markdown risk

Relationships with Others

Under guidance of Merchandiser develops junior members of the team

Be passionate and positive and help to create a stimulating and enjoyable work environment

Maintain excellent communication links with colleagues from the Buying and Merchandising departments

Communicate effectively across all levels and via all channels

Build and maintain effective working relationship with key partners across the business, with particular emphasis on the Buying, Retail, Allocation and Analytics and Logistics teams

Create and maintain productive relationships with key product suppliers

What you will bring

A strong commercial outlook

Good judgement and decision making skills

Ability to work to tight deadlines

Highly motivated and a desire to be the best

Confidence in suggesting calculated risks

Proven record of good attendance and flexibility

Passionate about product, strong market and brand awareness

Ability to work hard and smart

Ability to adapt to frequent change and a high pressure environment

Outstanding loyalty and commitment to the business

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