

Merchandiser

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Company: Yours Clothing Limited

Location: United Kingdom

Category: other-general

What is the role

██████████annel presence across the high street, internet and an evolving and increasing presence across market places, the forecasting and management of stock is critical for business success. Working with the Buying team the role of Merchandiser is to produce a commercial product range for a given product area or brand. Ensuring that sales opportunities and margin are maximised through effective controlling of stock levels, markdown and option planning. Working within the whole merchandising team but with a focus on your given area, you will work in partnership with the buying, merchandising and product support teams to drive the commercial success of product range that maximises sales and margin performance.

What you will do

██████████ Analyse and report on sales performance putting forward a substantiated case for further areas of opportunity or risks to sales and profit

Consistent awareness of best and worst sellers for the brand and your individual departments, proposing repeats where appropriate

Understanding the market and up to date knowledge of competitors and comparators

Management of the stock & critical path through effective communication with Buyers on open to buy, stock levels and performance to sales budgets and targets

Effectively manage stock levels in line with budgets and current trade performance

Ensure a thorough knowledge of the departmental supply base and the associated advantages and disadvantages of different sources

Accurately maintain the Weekly Sales Stock & Intake (WSSI) ensuring conformance to agreed KPI's

Maintain appropriate balance of price point and product mix throughout the season

Ensure best sellers are covered in forward ranges and flow lines are maintained

Highlight any potential issues with the Head of Merchandising

Control profit through working with the Buyer to ensure intake margins are maximised

Take agreed action on markdowns, processing on the system and analyse their effectiveness

Ensures correct ranking of buys in order to minimise markdown

Produce a commercial range plan maximising best sellers & lessons learnt

Ensure best sellers are covered

Ensure appropriate product launch timing and balance the provision of season appropriate range across all different markets covered by product area or brand

Build and maintain effective working relationships with key partners across the business, with particular emphasis on the Buying, Retail, Logistics and Finance teams

Maintain passion and positivity to contribute to an enjoyable and successful work environment

Create and maintain productive relationships with key product suppliers

What you will bring

Must have demonstrable successful experience in fashion retail merchandising

Passionate about product with a strong brand awareness

Advanced planning and analytical skills

Advanced computer skills particularly with Microsoft Excel

Results driven with sound commercial acumen

Relevant degree or equivalent academic qualification is desirable

Strategic thinker with a hands on, action oriented approach

Passion for the brand with a strong understanding of the demands of our customer

Highly motivated and a desire to be the best with proven ability to work well as a team

Ability to work under pressure and at a fast pace with loyalty and commitment to the business.

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Cross References and Citations:

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