

Online Commercial Assistant Manager

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Company: Marks and Spencer

Location: United Kingdom

Category: other-general

Please note this role is a 12 month fixed term contract

What's in it for you

Being a part of M&S is exactly that – becoming a part and playing your part. We're an inclusive, dynamic, exciting, and always evolving business built on core values.

Here are some of the benefits we offer that make working for M&S just that little bit more special...

20% Colleague discount on most things from furniture, fashion and food.

A first-class welcome to M&S with a tailored induction and a wide range of training schemes to help with your learning and development. Having options to progress is something we're proud of at M&S.

Attractive annual bonus, based on company performance and personal objectives.

Competitive holiday entitlement with the potential to buy extra holiday days!

Amazing perks and discounts via our M&S Choices website. Including GymSave – that offers up to 25% off Gym Memberships and the option to become an M&S Shareholder using our ShareSave & ShareBuy Schemes

Charity Volunteer Day – A paid day away from work to support your chosen charity.

A very generous Defined Contribution Pension Scheme and Life Assurance

Every colleague at M&S has access to a fantastic range of wellbeing support – this includes

access to our 24/7 Virtual GP, PAM Assist to support you & your family as well as many other schemes

What you'll do

Ensure a product offer that excites and engages our customer, delivering the online commercial plan. Drive a digital first culture within the business.

Support the daily/ weekly trading process, ongoing use of key commercial levers to drive business outcomes.

Support the work of the Online Commercial Manager with the Trading Team to execute the delivery of the category commercial goals on the website

Input category-specific sales plans to overall Online sales plan

Analyse commercial performance and support in converting to Range and Trading recommendations

Support in the provision of the channel's formal requirements for range planning, buy volumes, OTB and product launch

Support in the definition of channel's options rank and set stock cover targets

Input to channel stock allocation principles and plans

Support in the provision of channel requirements for seasonal promotions, prices, markdowns and clearance

Support drive on promotional activity on slow sellers to enable efficiency within the DC network

Assess and recommend opt out from proposals on promotion, price, markdown and clearance where there is a business case

Ownership of regular commercial reporting to support decision making

Support the online planning team to manage Castle Donington capacity, liaising with Central Planning, Logistics and Demand

Influence the merchandising and buying teams, using insights to make recommendations for change and drive performance online

Work with finance teams to support the delivery of the operating plan process

Who you are

Competitor and commercial awareness and a proven ability to perform competitor analysis with a thorough understanding of financial implications

Strong understanding of trading, merchandising, and promotions

Ability to analyse and report information, plan and project manage

Develop influencing relationships across the business

Ability to work with agility on trading priorities and team challenges changes

Understanding of natural search/SEO and other key marketing levers

Everyone's Welcome

M&S is ready to push boundaries to lead the retail industry into a greener, speedier, more inspiring digital era. That's why we're revolutionising how we work and offering our most exciting opportunities yet. There's never been a better time to be part of our team. Marks & Spencer aims to be an inclusive organisation, trusted and admired by our colleagues, customers and suppliers. Join us and make an immediate impact.

We're an in-person business and have core collaboration days in our Support Centre each week. For most teams, this is 3 working days where we come together to collaborate, innovate, and serve our customers brilliantly.

We are committed to an active Inclusion, Diversity and Equal Opportunities Policy, which starts with our recruitment and selection process, and we are happy to talk flexible working.

If you consider yourself to require reasonable adjustments to any part of our recruitment process, we invite you to share those requirements with us when completing your application. We will make every effort to ensure your needs are met to provide a fair and transparent process of assessment.

#LI-CA1

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