



JOB TITLE – Retail Merchandiser

REPORTS TO – Senior Merchandiser

LOCATION – Denham

DEPARTMENT– Merchandising

SCOPE OF JOB – To support the business move into selling direct to consumer both online and in store.

PURPOSE – Plan & manage product sales, availability & inventory for B2C.

RESPONSIBILITIES

- Key focus on sales planning and performance analysis.
- Availability monitoring & reporting.
- Inventory planning & management.
- Set up opening store package.
- Stock/re-order management.
- Set up & produce regular reports on sales & stock for the business.
- Ensure all non core products are set up on the system.
- Manage supply chain from partner to store & partner to warehouse/consumer.
- Work closely with commercial on sales planning – feedback what's working by product area.
- Work with licencing partners on sales forecasting & availability.
- Update sales team on store level on deliveries.
- Use performance to shape future planning/opening packages.
- Work with trading team closely on sales/stock forecasts for core products.
- Support commercial & marketing on promotions & store fronts/key products.
- Suggest promotional activity based on cover/ROS.
- Ensure store promotional calendar is inline with retail requirements.
- Set out and manage clearance/markdown activity.

MEASURES OF SUCCESS

- Achieve sales, profit, stock and inventory targets for the store & website.
- Control of intake and stock management for the department.
- Stock availability.
- Develop a strong understanding of the end consumer.

CONNECTING WITH OTHERS

Store Team

Provide the store team with vital stock and sales information.
Update on deliveries & availability.

Licencing partners

Provide analysis to enable accurate planning of future sales targets, stock holding working with them effectively.

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<p>QUALIFICATIONS</p> <p>N/A</p>	<p>EXPERIENCE & SKILLS</p> <ul style="list-style-type: none"> • Experience working within a merchandising team within the retail industry. • Strong numerical, analytical and interpretive skills. • Negotiating skills. • Advanced working knowledge of MS Excel including complex formulas. • A logical and analytical approach to work. • The ability to relate to the product and understand the SDG Retailers and End Consumers. • Strong organisational skills and an ability to think strategically. • Excellent written and spoken communication skills. • Ability to initiate and build strong relationships with Marketing, Design, Sales, Customer Services & Finance.
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<p>BEHAVIOURS</p> <ul style="list-style-type: none"> • A proactive self-starter; both a team player and a problem solver by nature. • Strong interpersonal skills. • Strong communication skills. • Influencing skills (internal and external).

FOR LINE MANAGER ROLES ONLY

<p>TOTAL EMPLOYEES/AGENT –</p> <p>COST RESPONSIBILITY –</p>	<p>DIRECT REPORTS –</p> <p>REVENUE RESPONSIBILITY –</p>
<p>INFLUENCE –</p>	

I agree within reason to undertake other duties over and above those listed in the job description.