

## **Product Planner.**

We have a new opportunity for a Product Planner to join us and support to effectively maximise profitability with sales analysis, effective forecasting and range building.

### **Responsibilities.**

- Producer of analysis, lessons learnt & market research presentations for stage gate sign offs and brand performance reviews with Directors supporting business decisions and brand strategy.
- Set up and manage all range plans with assistance from the Product Planning Manager.
- Review and identify brand product sales and profit trends, best & worst sellers and collection & design performance.
- Assist the Product Planning Manager in the creation of seasonal budgets and review targets for sku count, product mix, sales & intake margin. Contributing to Return-on-investment plans.
- Focus on growing sales per sku & ensuring this is in line with business expectation. Ensuring all new product & collections are within the product plan.
- Provide analysis to enable pricing architecture to be developed and maintained. Wider market insight into the competitors pricing, positioning, design & trend. Using key basket products as a benchmark.
- Forecasting product level sales and initial buys per collection. Key go to for design & marketing for line level performance and development.
- Develop detailed range plans with appropriate product phasing to ensure availability is maximised and to minimise terminal stock.
- Work closely with the Design & Marketing team to derive accurate initial order quantities, key sales drivers and colourways per sku.
- Ensure line detail accurately captured on ROIs for future new collection financial sales reporting.
- Work closely with Design team on managing critical paths and handing over new collections to the trading team in a timely manner and complete.



- Focus on intake margin optimisation for new product.
- Implement and explore new systems and processes.
- Updating KPI dashboard and Qlicksense app with relevant new collection information distributed to the business.
- Support the new business B to C model.
- Build relationships with the Design, Marketing, Finance, and Sales teams to improve communications.
- Support the Product Manager to build an effective and proficient team environment.
- Deputise for the Product Manager as required.
- To carry out all other reasonable duties as required.
- To comply with all health and safety requirements, including behavioural, always leading by example.

#### Process Management.

- Ensure that all processes are executed in an efficient and speedy manner. This to be carried out to meet all requirements and in a method, which is cost effective, providing a comprehensive and efficient service.
- Implement the most efficient work practices, aiming for zero errors, nil waste, no double handling, through regularly reviewing current process and scenarios, highlighting any areas of concern, suggesting improvements where necessary.
- Reduce level of manual intervention by leveraging existing applications to automate routine activities.
- Constantly aiming for the highest standards of quality and efficiency through a thorough understanding of the industry, latest technical requirements and process review.
- Ensure all data is maintained and accurate in the systems utilised by the company.
- Assess performance constantly identifying and sharing success factors, identifying bottlenecks, execute root cause analysis, propose improvements.



### **Measures of Success.**

- Achieve total sales, sales per sku, profit, and intake margin targets.
- Supporting planning brand collections, providing strategy proposals where appropriate.
- Delivering collection analysis with recommendations and sharing this knowledge with the wider team.
- Building an understanding of the overall business & departmental performance down to line detail.
- Develop a strong understanding of the Sanderson Design Group end consumer.
- Knowledge of the wider market and competition.
- Potentialise sales for each marketing campaign ensuring buys are aligned with key designs to be best sellers within collections.

### **Connecting with others.**

Working with Design to plan new collections to achieve sales, profit and sku count targets. Provide the Sales team with vital sales information regularly and support communications with retailers. Provide analysis to enable accurate planning of future sales targets. Support Customer Services with expected key sellers.

### **Qualification.**

- Degree level educated or equivalent work experience.

### **Skills & Experience.**

- Experience working within a merchandising team within the retail industry.
- Strong numerical, analytical and interpretive 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 Sanderson Design Group 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.

### **Behaviours.**

- Customer Focus: always putting the customer at the heart of all decisions, and live the customer journey.
- Respect and accountability; always demonstrating respect for colleagues and customers, and taking responsibility for own actions through a 'no blame' culture.
- Communication; seeking to share knowledge and enthusiasm through maintaining an open and honest communication with all colleagues and customers. Effective in listening and critical reasoning. Excellent written and verbal communication skills.
- Innovation; proactively welcome new opportunities and share ideas. Constantly working towards improving practices and systems, identify potential areas for improvement.
- Consistent: demonstrating a high standard in all work, always working efficiently, using best practice to drive results.
- Attention to Detail; Accomplishing tasks by considering all areas involved, no matter how small; showing concern for all aspects of the job; accurately checking processes and tasks; being watchful over a period of time.
- Organised; Organises and schedules time, activities and resources, plans time and milestones effectively, using appropriate tools.
- Analytical; ability to analyse issues and break them down into their component parts. Carries out diagnosis and develops solutions, and makes systematic and rational judgements, based on relevant information.



- Commercial Acumen; Awareness of how our business operates and an understanding of our peers. Ability to understand the commercial drivers, financial variables related to the role.

**If you wish to apply, please send your CV to [jobs@sandersondesigngroup.com](mailto:jobs@sandersondesigngroup.com)**

### **About Us.**

Sanderson Design Group is an international luxury interior furnishings company that designs, manufactures and markets wallpapers and fabrics together with a wide range of ancillary interior products.

In 2020, we brought our portfolio of brands home to Sanderson Design Group, evoking the combined longevity and prodigious creative history of our brands. Sanderson Design Group describes the ebullience of our past endeavours. It sketches the outline of our future. A collective of quintessentially British luxury interior brands and 2 manufacturing brands, at Sanderson Design Group we are Sanderson, Morris & Co., Zoffany, Harlequin, Clarke & Clarke, Scion, Anstey Wallpaper Company and Standfast & Barracks. Our purpose is "To bring the Beautiful into People's Homes and Lives". This has defined and shaped our brands since our very earliest days.

The oldest brand in our arsenal, from where we derive the namesake of our group, began life in 1860, as an importer of fine French wallpapers to London. Arthur Sanderson & Sons Ltd played a pivotal role in defining English interior decoration tastes and its early success led to displaying designs at London's finest showroom, at Berners Street. Around this time in 1924, Arthur Sanderson & Sons Ltd were awarded The Royal Warrant, becoming "purveyors of wallpaper and paint" to the court of George V.

We recognise that each one of our brands contributes a unique chapter to our story. It is why we represent the full spectrum of British interior design, catering from cutting-edge sleek modern styles, to the hearty warmth of traditional forms.

Our decision to rebrand as Sanderson Design Group in 2020 is our way of paying homage to our rich history, as well as marking our path towards a new future. As custodians of over 160 years of design experience, we are proud to Bring the Beautiful into People's Homes and Lives. We are Sanderson Design Group.