

Manager, Regional Merchandising, Retail & Ecommerce

A key member of the Regional Merchandise Planning, Buying & Allocation (B, P & A) team

Job Responsibilities

Merchandise Planning & Buying

- Develop buying budgets and merchandise selection of the designated categories for direct to consumer channels in the region.
- Partner with regional and country cross functional team (marketing, merchandising, VM, operations etc.) on Go-to-Market strategies and execution.
- To work with country B, P & A team via business analytics in developing an optimum range of merchandise mix and assortment by store classification, in line with customers' profile, revenue plans and to maintain a competitive advantage over competitions to drive profitability growth.
- To drive the timely and accurate monthly merchandise financial and location plan re-projections based upon current trends to effectively manage inventory.
- Collaborate with Visual Merchandising team to initiate or implement changes to merchandise layout in order to maximize SKU and space productivity.

Allocation & Replenishment

- Partner with regional and country cross functional teams to probe, initiate and execute appropriate action plans for product launches, inventory shortages / excesses, slow sellers and end of life product and to better align our business with the demand of our customers.
- Drive improvement on forecasting, inventory accuracy and speed to market in collaboration with regional demand & supply and country B, P & A team.

Reporting

- To analyze and categorize the merchandise hierarchy / classification plan that include information like sales contribution, gender type, silhouette, style count etc.
- Update and manage product line contribution, market size, projected growth and inventory information on a regular basis.
- To lead and drive weekly / monthly in-season merchandise KPIs reporting (slow moving items, actual vs. plan etc.) and drive all issues / action plans through to resolution.

Systems & Training

- Be a proactive change agent, identify and drive short term business improvements (quick wins) to maximize our business, while having a solid understanding of what needs to be done and developed for the long term process and systems improvement.
- Be a key player in the implementation of Oracle Planning systems in the region.

Job Requirements

- Degree in Merchandising / Business Management / Retail Management or any relevant discipline.

- Minimum 5 years of planning, allocation experience, preferably from a branded specialty retailer.
- In depth experience with Retail Planning Systems (Oracle preferred)
- Solid analytical and problem solving skills , strong follow up, organization and detail oriented
- Must be able to work independently with decision making skill
- Flexible and ability to multi-task in a fast paced environment
- Ability to work closely with regional / global teams to establish short and medium – term business goals.