



## Merchandiser Manager / チャンダイザーマネージャー

外資系ラグジュアリーブランド

### Job Information

#### Recruiter

Ascent Global Partners K.K.

#### Job ID

1471318

#### Industry

Apparel, Fashion

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

#### Salary

8 million yen ~ 10 million yen

#### Refreshed

June 21st, 2024 02:00

### General Requirements

#### Minimum Experience Level

Over 6 years

#### Career Level

Mid Career

#### Minimum English Level

Business Level

#### Minimum Japanese Level

Fluent

#### Minimum Education Level

Bachelor's Degree

#### Visa Status

Permission to work in Japan required

### Job Description

#### Role mission:

The Merchandising Manager is responsible for Buying activities of the assigned category/s in the Region (selection and quantity definition by store). As Merchandising Manager, you will buy client centric with the objective of tailoring the assortment for each country/city/store as well as ensure a flawless cross-functional in-season cooperation with other departments to ensure Sell-Through results.

#### Buying:Buying:

- Implement and translate the WW buying strategy at regional level based on market's specificities/priorities
- Guarantee the coordination of the image (through the buy) in the region and by store
- Coordinate the buying choices within the region with the objective of fully exploiting the WW product strategy
- Coordinate special projects across categories during the buying campaign (capsules, x-mas, Towards summer/winter, precious skin, caravans...)
- Partner with the Clienteling Manager to orchestrate buying activities during the buying campaign i.e.: Top Client requests, OTOs, Trunk Shows...

- Guarantee that the Carry Over proposal is consistently monitored and revised to its full potential by store with localized strategies
- Coordinate and collaborate across various Regional Functions on launches, new store openings, renovations, closures, events...
- In season analysis and strategy proposal to optimize assortments by store
- Manage the stock for the assigned category/s in the Region
- Rationalize and monitor stores' assortment (Newness vs Carryover)
- Coordinate with your local Inventory Planning team on defining the rules for stock distribution of Newness & Carry Over
- Work on reorders to take from Corporate Bulk
- Work on in-season cancellation proposals to Corporate Merchandising and follow up with local Inventory Planning and Corporate Supply Chain
- Work with other Merchandising team members in the development and execution of merchandise assortment and buying plans

#### **Analysis and Feedback:**

- Monitor sales and sell-through and initiate appropriate strategies and tactics to optimize stock and boost sales
- Monitor category business to maximize business priorities/opportunities
- Review of Competitor & Pricing analysis; Merchandising grid
- Collect and share qualitative comments on business to Corporate Merchandising counterparts through regular e-mails or calls
- Coordination with local Inventory Planning on delivery checks and newness allocation
- Organize Store Visits on a regular basis to gather qualitative feedback on clients and product trends
- Share monthly feedback to teams
- Monitor sales performance and activate tactical needs accordingly
- Analyse stock level, delivery status and merchandise allocation of assigned product categories in collaboration with Inventory Planning and identify growth opportunities

#### **Store Visits:**

- Conduct regular store visits (own store & competitors) based on business needs
- Help clarify assortments and product buying strategies to store teams (Newness & Carry Over)
- Help highlight important product information to store teams already communicated through Digital Training Modules to help emphasize their importance
- Participate and collaborate with the Local Team to secure product knowledge in stores
- Work closely with VM and Retail

#### **Merchandise Planning:**

- Highlight full potential opportunities per store, with bottom-up sales plan and forecast by store and category
- Conduct Sales plan reviews with Planning Team (Regional & WW)
- Evaluate sales potential by event/store to define the OTB split
- Evaluate the sales potential of products and collections by functions, lines, and price ranges to cover different customer segments and nationalities

#### **Visual Merchandising:**

- Give strategic input for visual set-ups in alignment with Retail and VM based on business needs to boost business performance
- Provide VM with all necessary Buying information to help facilitate implementation of strategies
- Closely work together with VM on New Launch strategies to secure successful Newness launches
- Work together with other Merchandising Team members on cross-category projects to give VM complete visibility to execute Actions
- Continuously share updates in Carry Over assortment & performance to fine tune Carry Over displays
- Share performance feedback and visual priorities (Newness & Carry Over) to help VM implement relevant strategies that will benefit the business

#### **People Management:**

- Coach a Merchandiser on daily/weekly/monthly tasks, as well as all seasonal Merchandising activities (Seasonal Buying, Product Training/Master Class, Regional Events, etc.).
- Serve as a good role model for the Merchandiser to look up to, providing appropriate support/advice as needed.

### Required Skills

- Bachelor's degree in business administration, statistics, mathematics, engineering or related Supply Chain fields
- 5 years to 10 years' experience
- Experience in retail environment with hands-on knowledge of retail processes and procedures
- Strong accuracy & precision for analytical abilities
- Experience in using of Excel and BI tools to monitor performances and KPIs
- Excellent written and verbal communication skills
- Collaborative skills ability to work cross-functionally in a team environment
- Availability to travel
- Luxury fashion house experience preferred but not required.

### Company Description