



## PR/116415 | Merchandise Manager

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1516334

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

January 21st, 2025 10:33

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**Responsibilities:**

- Plan and choose non-food items to sell in stores
- Create and follow plans to achieve sales and extra income
- Manage and control budgets for each supplier
- Assess customer demand, including price, quality, and availability
- Analyze and predict future market trends, ready to adapt to changes
- Implement store policies
- Regularly evaluate the company's financial budgets

- Understand the seasonality and popularity of products
- Regularly review sales and discount performance
- Manage stock levels
- Respond to changes in demand and logistics
- Negotiate contract terms with suppliers
- Maintain relationships with current suppliers and find new ones
- Participate in promotions and understand customer needs
- Write reports and forecast sales levels for the Senior Commercial Manager
- Work with store staff to ensure supply meets demand
- Train and mentor junior staff members

**Qualifications:**

- Bachelor's degree in marketing, international business administration, or a related field
- At least 6 years of experience in sourcing or buying non-food products
- Strong leadership skills with the ability to lead a merchandising team
- Excellent negotiation skills and a good sense of merchandising and commercial acumen
- Initiative, proactive, positive attitude, and a can-do mindset
- Ability to multitask, respond quickly, and work under pressure
- Detail-oriented and result-driven
- Proficient in both spoken and written English.
- Excellent computer skills, especially in using MS Office

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Company Description