



JAC Recruitment

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Indonesia

PR/122705 | Merchandising Manager

Job Information

Recruiter[JAC Recruitment Indonesia](#)**Job ID**

1521237

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

February 7th, 2025 10:47

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

Requirements:

- A deep understanding of women's fashion, with the ability to identify trends and market demands.
- At least 2 years of experience in a sales-driven role, ideally as a manager or team leader, with a proven track record of success.
- Strong negotiation skills and experience dealing with vendors and manufacturers. (Experience managing vendors by visiting + meetings)
- Accuracy with data to analyze sales, advertising, and performance metrics, with the ability to create strategic action plans with comfortably managing numbers.
- Detail-oriented and able to manage multiple tasks efficiently, ensuring accuracy in all aspects of the process.
- A positive, outgoing personality with strong interpersonal skills to motivate and lead a team effectively.
- Proficiency in using tools and software to track, analyze, and report data.

Job Responsibilities:

- Build and maintain strong relationships with vendors and factory owners, negotiating effectively to ensure optimal outcomes.
- Oversee all aspects of the product life cycle, from production and packaging to shipping and delivery, ensuring a seamless process.
- Collaborate with team members harmoniously, providing guidance and fostering accuracy in their work.
- Analyze sales and advertising data to identify trends and create actionable strategies for improving performance.
- Understand customer needs and preferences, using this insight to influence product selection and marketing efforts.
- Maintain a positive and outgoing attitude, inspiring the team and fostering a collaborative environment.
- Develop and execute sales strategies based on data insights, aligning them with company goals (KPI based, goal oriented)

Company Description