



## PR/122705 | Merchandising Manager

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントインドネシア

#### 求人ID

1519215

#### 業種

ITコンサルティング

#### 雇用形態

正社員

#### 勤務地

インドネシア

#### 給与

経験考慮の上、応相談

#### 更新日

2025年02月04日 10:28

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

#### 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)

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会社説明