



Published Role Title	Merchandiser (SYS-52015)
Type of Role	Perm
Location	Street, Somerset

Job Description

The role of the merchandiser is responsible for the planning and delivery of sales and gross margin targets for a specified channel / product category. Range assortment and architecture is planned and executed to maximise sales, stock and margin delivery in line with regional budgets. Deep merchandise analysis and insight is used to identify product, channel or account sales trends to maximise profitability for their given product category.

Core Accountabilities:

Command a good understanding of the retail marketplace by channel, competitors & growth opportunities / areas of risk for the relevant channel / product category.

Key Merchandise Metrics including Gross Margin and Inventory targets are delivered against set KPI's

A Clearly defined and forecasted category product range hierarchy developed in line with price, end use, product attribute, size / fit and purchase.

Support the development of range, assortment & purchase plans for the specified product area with support from the assistant merchandiser.

Complete and maintain the merchandise plan to plan sales/despatches, stock, markdown & gross margin across retailing channels in line with gender targets both at season & week levels.

Ensure stock is optimised against set inventory targets.

Analyse stock and sales information to inform effective trading decisions including in-season pricing and markdown activity to drive commercial performance against set clearance / margin targets.

Accountable for the maintenance of accurate merchandise master data

Build effective relationships amongst key stakeholders within the trading function to drive best practice

Key Outputs/Results:

A deep market understanding of trends and opportunities which are clearly articulated and understood with all forecasts utilising all available market intelligence in the seasonal merchandise plans for the given product category

Gross Margin and Inventory Targets along with any other key merchandise KPI's are delivered in line with set targets.

Clear range architecture across price, product attribute, end use, size & fit that uses appropriate insight to drive future seasonal product planning opportunities.

Accurate and commercial range, assortment, distribution and purchase plans for given product category

Merchandise plans are developed and maintained in line with delivery of the sales/despatches, stock and margin plans for the region.

Stock is optimised across channels to ensure gross margin is maximised, stocks are planned and maintained in line with sales and inventory targets.

Timely promotions, markdowns & mark ups including any other pricing activity are executed to deliver regional sales & margin plans with accurate reporting and insight clearly communicated to relevant people.

Merchandise master data time phasing and sizing is accurate and up to date reflecting consumer demand.

Strong relationships with partners exist and are used effectively in influencing decision making

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