

## MERCHANDISER

BELGIUM

Refnr: GN407132

### Company information:

Skillz Recruitment is an international Fashion and Retail recruitment agency. We recruit for the divisions Fashion & Luxury, Footwear & Accessories, Beauty & Cosmetics and Living & Lifestyle. For our division Fashion & Luxury, we are currently recruiting for a **Merchandiser** for a fashion organisation.

### Job description:

In the role of Merchandiser you are responsible for ensuring that products appears in the right stores at the appropriate time and in the correct quantities. You accurately forecast trends per season to achieve sales, stock turn and profit objectives. You plan products ranges and prepare sales and stock plan in collaboration with buyers. You forecast profits and sales, and optimise the sales volume and profitability of designated product areas. You plan budgets and present sales forecasts and figures for new ranges. You propose appropriate range plans to maximise sales and achieve business objectives. You follow up on store reorders to maintain stock levels and replenishment models. You ensure correct stock levels to support new product introductions, seasonal launches, window displays and other marketing programmes. You analyse every aspect of bestsellers (bestselling price points, colours, styles) and ensure that bestsellers reach their full potential. You monitor the slow sellers and take the necessary actions. You analyse previous season's sales and report on the current season's lines. You make financial presentations to senior managers. You work closely with VM staff and department heads to achieve maximum visibility of the products and maximise customer interest and sales. You work closely with buyers to meet with suppliers and manage the distribution of stock by negotiating cost prices, ordering stock, timescales and delivery dates.

### Requirements:

The ideal candidate Skillz Recruitment is looking for has a Bachelor or a Master, preferably in Fashion or Economics. You have at least two years of experience in Buying & Merchandising. You have a proven track record in the Fashion industry. You are used to working for multi site operations. You are analytical and numerical skilled, to work out budgets and understand sales figures. You have the ability to work under pressure in a dynamic environment, and to quickly identify problems and recommend solutions. You have a strong commercial acumen and the ability to understand what will appeal to customers. You have the ability to work well as part of a team and to build and maintain effective working relationship with a wide range of people. You have sound decision-making skills and the ability to plan and prioritise. Your proficiency in written and spoken English and Dutch; other European languages are an asset.

### Reports to:

Operations Manager

**Salary:**  
Negotiable

**Job type:**  
Permanent

**Benefits:**  
Our client offers a challenging position and the chance to contribute to the growth of their international well known brands, in an informal environment, with opportunities and a competitive remuneration packages.