



SENIOR BUYER - theOutnet.com

TheOutnet.com is the most fashionable fashion outlet. Since its launch in April 2009, by the people behind the award-winning website NET-A-PORTER, theOutnet has quickly established itself as the chic, go-to destination for the global, style-conscious shopper looking for the best designer brands at a great discount price.

As such, we are seeking a talented Senior Buyer to join our exciting brand. TheOutnet.com has allowed us to reach an entirely new global consumer profile. This role presents you with the opportunity to join this very exciting and growing brand.

Responsibilities

- Ownership of the OTB, selection and buy strategy for theOutnet.com
- Proactive continuous global product sourcing in an opportunistic environment
- Maintaining stock quantities and densities as agreed with theOutnet.com Director
- Responsible for negotiation of terms and conditions with existing and new vendors
- Achieve margin and sell thru targets
- Negotiate deliveries to ensure consistent and early flow of goods/merchandise to maximise sales and meet plan
- Maintain and develop excellent vendor relationships
- Ensure right mix of product and maintain awareness of competitors position and market share
- Work with theOutnet.com director to ensure consistent buy message
- Develop sales plan (monthly & sell thru & margin plan)

Essential Skills & Requirements

- Graduate (or equivalent) with proven experience as a fashion buyer in a retail or off-price environment
- Proven commercial experience of trading in a fast paced and reactive environment
- Fluency in Italian and/or French desirable
- Proven track record of creating positive impact on business through buying strategy
- Good judgement and decision making skills
- Confidence in suggesting calculated risks
- Demonstrate solid understanding of off-price retailing



- Numerate with strong analytical and computer skills
- Discreet, professional and well spoken, with excellent communication skills
- Extremely well organised, methodical and efficient, with a good dose of common sense and initiative
- A proven track record of exceptional networking and negotiation skills
- Must have a commercial mind and think laterally about marketing partnerships and PR opportunities
- A sense of personal style
- Keen eye for details
- Pro-active and able to show initiative/ideas to constantly improve theOutnet.com offering.
- Ability to travel 50%+ of the time

Location: This role is currently based in Long Island City, NY 11101

Please note, this position will be moving to Manhattan in summer 2011 and you will be required to work from there.

To Apply

Please send us an updated CV/Resume (including examples of relevant previous work) and a cover letter explaining why you feel you are suited to NET-A-PORTER and this role. These should be emailed to jobs@net-a-porter.com

EOE M/F/D/V. Qualified females and minorities are encouraged to apply.

NO RECRUITMENT AGENCIES PLEASE