

SENIOR BUYER – Footwear, Accessories & Handbags

NET-A-PORTER is an established global Internet retailer of cutting edge luxury fashion labels, relied upon for its exceptional quality of service and eye for the next big thing. With an expanding domestic and global market, and revenues increasing month on month, critical strategic change is on the agenda, in order for us to achieve the objective of dominating our sector as a truly successful force in online retail.

As such, we are seeking a Senior Buyer of Footwear, Accessories & Bags to enhance NET-A-PORTER'S offering to its customers, develop relations with new and existing designers whilst ensuring maximum value and efficiency for the business. Ultimately ensuring that we are first in making the latest trends and best designs available to our customers – where ever they are!

“The first retailer to hammer out pacts with Chloe, Pucci and Marni to sell their goods in cyberspace” *WWD*

Responsibilities

- Responsible for the seasonal buy budget, sales selection and buy strategy for a selected group of designers.
- Responsible for negotiation of terms and conditions with assigned designers
- Achieve margin and sell thru targets
- Negotiate deliveries to ensure consistent and early flow of goods/merchandise to maximise sales and meet plan
- Range planning and trend forecasting with direction from Buying Director and Merchandise Planning Manager
- Maintain and develop best position with vendors
- Ensure right mix of product and maintain awareness of competitors positioning
- Work with Merchandise Planning Manager and other buyers to ensure consistent buy message
- Stay on budget and overage for cancellations
- Develop sales plan (monthly & sell thru & margin plan)
- Be an ambassador for the Net-A-Porter business; forming strong relationships with established and emerging brands at showtime and year round

Essential Skills & Requirements

- Graduate (or equivalent) with proven experience as a buyer in a luxury fashion, multi-brand retailing 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
- Ability to take on board feedback and learn
- Demonstrate solid understanding of customer retailing
- Numerate with strong analytical and computer skills
- Articulate with excellent writing skills including good spelling and grammar
- 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
- Ability to positively represent NET-A-PORTER at all times

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- A sense of personal style
- Keen eye for details
- Time keeping & ability to meet stringent deadlines
- Must have the confidence to contribute ideas to the team and working processes at net-a-porter.com – even those outside your day-to-day remit.
- Pro-active and able to show initiative/ideas to constantly improve the NET-A-PORTER offering.