

MERCHANDISER - Accessories & Bags

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 Merchandiser to maximise and capture global sales and profit through strategic analysis, effective stock management and strategic output on NET-A-PORTER.COM, ultimately ensuring that we are first in making the latest trends and best designs available to our customers – where ever they are!

"Net-a-porter has revolutionised the way we buy designer clothes." Vogue UK

Responsibilities

Trading

- Provide weekly summary of key performance indicators within departments of responsibility, relating to sales, stock, profit, and markdown versus budget and last year
- Provide analysis and summary of Markdown and Promotional activity for departments of responsibility
- Pro-actively manage and control departments in line with trade activity to minimise risks and maximise opportunities for monthly and seasonal KPI's
- Work with RC's and Buyers to manage intake flow into business to hit monthly forecasts, drive sales and minimise risks
- Review and present in season stock opportunities and risks in line with forecasts to maximise sales and reduce stocks i.e. OTB management, recodes and cancellations. SOR etc
- Working with RC's to co-ordinate uploads in line with sales budgets / re-forecasts
- Suggest in season tactical actions to ensure departments hit KPI's – Financial Budgets for Sales, Sell Through, Closing Stock
- Interact with other teams to improve seasonal performance and drive best practices
- Key contact for all analysis and conclusions relating to departments of responsibility
- Conduct detailed ad-hoc and pro-active analytical analysis relating to all KPI's and dependants

Planning

- Create seasonal and promotional sales and markdown strategies to achieve department KPI's
- Create seasonal markdown planning documents and collate total departments proposals for review with Head of Merchandising versus Financial targets
- Provide Seasonal Planning Forecasts for departments of responsibility driven from historic analysis and strategic vision. Plans must aim to cover company vision, department strategy and financial goals of business.
- Submit monthly sales, stock and markdown forecasts driven from BTA sheet, Delivery Schedule, and in future: Stock Models and WSSI; all relating to total business and department targets
- Analyse Total Company Monthly forecasts and review with Head of Merchandising
- Create seasonal strategies for departments relating to all KPI's and Supply / Upload Chain
- Update and Collate Total Company Seasonal Sales Plans and OTB; review with HOM and DOB.
- Create seasonal planning packs together with Head of Merchandising. Suggest strategic and efficient improvements to reflect the dynamic business changes
- Work with Head of Merchandising to establish best practice for Merchandise Planning
- Update and Present Vendor Packs for departments of responsibility driving strategic questions for Buying in order to improve sales, sell through, profit, deliveries, overall vendor worth to NAP

Essential Skills & Requirements

- Graduate level education (or equivalent)
- Extensive relevant experience in fashion retail merchandising preferably within multi-brand environment
- Numerate with strong analytical and computer skills.
- Proven track record of creating positive impact on business through merchandising strategy
- Good judgement and decision making skills

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- Confidence in suggesting calculated risks
 - Strong customer focus
 - Discreet, professional and well spoken, with excellent communication skills
 - Exceptionally organised, methodical and efficient.
 - 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.
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To Apply

Please send us an updated CV 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

NO RECRUITMENT AGENCIES PLEASE