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# Example of Associate Merchant Job Description

Our innovative and growing company is hiring for an associate merchant. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for associate merchant

* Understand the needs of the foreign markets and communicate that to the production and design teams in order to ensure line development addresses regional needs
* Assort the line by region prior to international market
* Ensure global brand continuity and design integrity by managing offering at market and policing adoption
* Present the line at market
* Market recap and ranking with CEO, design, and concept merch
* Introducing all approved licensing exclusive requests into the production matrix (fabric r&d, design, tech design, production)
* Capture all concept assortment changes and communicate with external partners
* Attend select fittings (licensing exclusive styles, high ranking styles that are key buys for external partners)
* Receive and approve any locally produced licensing exlusives (Korea has a contractual allotment to produce their own CM branded goods)
* Analyze licensee seasonal hindsight in order to ensure adequate style/CC for forthcoming season

## Qualifications for associate merchant

* Strategic – Combines strategic thinking with a penchant for action and able to work with others to implement solutions
* 5-10 years of wholesale or private label experience
* Acute awareness of market trends (trend forecasting)
* Flexible/nimble – continuously analyzes and reacts to the business landscape
* Managing plans for stock levels
* Reacting to changes in demand and in logistics