



Example of Consumer Retail Job Description

Powered by www.VelvetJobs.com

Our company is growing rapidly and is looking for a consumer retail. 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 consumer retail

- Forecast and feedback of seasonal retail sales trends to brand merchandising & marketing team to increase current & future retail sales and to meet the brand business target
- Distribute and manage inventory to meet the retail sales target and to minimize over stock risk • Review and forecast inventory status by category and door for proper buying and risk management of overstock
- Review and analyze sales and inventory status per door and category for the relevant product & stock allocation to maximize retail sales & profits
- Review & decide regular return & rotation articles to increase retail sales & efficient inventory management
- Support retail stock management systems input and operation works for daily sales and stock management
- Report and analyze sales & merchandising report to meet the retail KPI targets and proper buying & inventory management
- Category sales analysis and tracking vs budget to meet the retail sales and brand target
- Margin tracking & management to increase the profits and sales
- Inventory & stock-turn tracking & management for proper buying and selling
- Discuss & decide a discount per article to increase retail sales and to decrease overstock

Qualifications for consumer retail

- At least 3 years of job experience in retail merchandising or retail sales related field
- Responsible for end-to-end delivery of the CMS capability within the respective industry
- Initiating and developing relationships with consumer and retail companies
- Monitoring and evaluating competitive landscape of consumer, retail and related sub-segments
- Support forecasting at article level based on Open-To-Buy (OTB) in a timely manner to make sure accurate buying process is well implemented