



## Example of Director Merchandise Planning Job Description

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Our company is looking to fill the role of director merchandise planning. To join our growing team, please review the list of responsibilities and qualifications.

### Responsibilities for director merchandise planning

- Weekly analysis of item selling/total sales by department as it relates to the greater company targets
- Direct monthly OTB meetings, maintain by department, seasonal OTB, recommend necessary receipt flow/markdowns and follow through with CFTs
- Manage in-season profitability in order to achieve or exceed seasonal plans
- Recommend future receipt adjustments, capitalize on future growth opportunities
- Ability to forecast run day-to-day operations
- Communicate planning strategies and opportunities to business leadership
- Collaborate with key cross functional partners to realize optimal profits for the Division, Company
- Manage and drive financial results that maximize sales, margin, and inventory to achieve our financial goals
- Collaborate with cross functional peers to develop and communicate a comprehensive inventory strategy that aligns future financial and product opportunities by business unit
- Oversee the development and execution of pre-season and in-season inventory plans and strategies that support merchandising, marketing and financial objectives

### Qualifications for director merchandise planning

- Ability to build a business case and articulate financial concepts to non-

- Advanced computer skills to include MS Word, Excel, Power Point and Outlook
- Forecast & Replenishment, Financial Planning, and Allocation system experience preferred (ex
- Capable of nurturing strong cross-functional relationships
- Exemplify strong communication skills
- Partner with Geo Brand Merchandising to understand the potential application of analytics including information and data needs