



## Example of Director Merchandise Planning Job Description

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Our company is growing rapidly and 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

- Oversee the development of monthly forecasts of sales, margin, and inventory to achieve business unit financial plans, proactively communicating results and action plans within the leadership team and cross functional partners
- Create a collaborative, innovative, and results oriented environment with peers, divisional, and cross functional partners
- Ensure team readiness, resource utilization and issue resolution for key milestones
- Manages Open to Buy process for the organization in line with leaderships direction and provides guidance to team
- Partners with the Director of Merchandising and Category Manager team on the financial planning and assortment planning process
- Oversees strategies that take into account demographic needs and business opportunities to maximize business by location / channel based on sales and stock performance
- Leads strategies and tactics to hit team in stock goals
- Ensures consistency among the assortments as it relates to the total store profile
- Ensures remodel stores and new stores are planned and supported to maximize business
- Provides additional leadership as necessary for Rental business in the B&O business Unit

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- Identify trends and/or other patterns in the data
  - Maintain KPI decision-support solutions and provide high-level analytics and fact-based insights to Geo Merchandising leadership
  - Conduct financial analysis to understand the business impact of decisions and recommendations
  - Share data with partners that corresponds to the level of the user and how they process information
  - Complete seasonal analysis and provide fact-based insights at total geo, product engine, category or channel/tier level
  - Represent Geo data analytics needs to Global team