



# Example of Junior Merchandiser Job Description

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

## Responsibilities for junior merchandiser

- Producing analysis to determine grading and IAQs seasonally
- Ensuring stock is in store to support directive
- Managing consolidations to ensure stock is in the right place at the right time to drive the highest full price sell through and maximise gross margin
- End of Month and Season analysis providing lessons learnt to the company
- Range planning from department level down to category and sub category
- Managing sales and stock, to maximise profits and minimise terminal stock including WSSI, Net Margin Phasing and directing OTB
- Preparing, monitoring and reviewing departmental analysis in line with company strategy
- Managing availability from supplier to stores, franchisees and customers
- Line managing up to 3 people
- Responsible for planning future ranges, considering past, present and future trends

## Qualifications for junior merchandiser

- Management of the supply base with regular reviews with supplier, agents, vendors or factories of their performance against agreed key performance indicators
- Performance management and ongoing coaching of Assistant Merchandisers and Merchandise Admin assistants
- Forecast and reforecast at category, subcategory or SKU in line with trading performance for current and future seasons

- Strong understanding of production cycle, buying seasons and how merchandising affects all aspects of the business
- Commercial awareness - You will understand the marketplace and the consumer and be aware of competitor activity and its impact on the business