

Consumer & Marketplace Manager – Kids Jobs in Dubai | GMG

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Company: GMG

Location: , Dubai, United Arab Emirates

Category: sales-and-related

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Job Responsibilities:

Compile data and reports to support decision making and facilitate periodic cadence of contractual reporting to various brands

Monitor business performance and deliver insights on results vs. targeted objectives to drive sales, product margin, and inventory health for gender, segments and dimensions through statistical analysis and data-driven decision-making tools.

Provide historical context, business results, category share & performance trends to support & validate the Long-Range Sales Forecasts (LRSF) submitted to the brand/s on a seasonal basis

Set, review, reconcile and/or execute seasonal allocation planning, in-season demand through account inputs and supply plans through forecasting and analytics. Address forecast variances and improve forecasting accuracy.

Drive clarity on results and variances to targeted expectations to key stakeholders and drive decision making.

Assess risk within business objectives & category plans and proactively escalate risks or opportunities that are grounded in data driven insights. Present options to mitigate any potential risks.

Responsible for maximizing product availability & access while supporting inventory management strategies and replenishment goals. End-to-end ownership of weekly stock catalogs with current Free to Sell (FTS) inventory.

Input into the seasonal forecasting process alongside Consumer & Marketplace management team to secure product access and allocations from brand; enabling growth while managing inventory, SOH and sell through considerations.

Evaluate historical trends and data, along with consumer & market research to assist the overall planning process

Ensures data driven insights guide brand/category management decisions, including the introduction of new products, channel assortments, consumer & marketplace pricing across all regions.

#J-18808-Ljbffr

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