

United Arab Emirates Jobs Expertini®

Head of Merchandising & Supply Chain

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Exciting home furnishing retailer with a strong commitment to innovation and style, are seeking a talented and experienced Head of Merchandising & Supply Chain with a focus on home furnishing to join the team. **Position Overview:** As the Head of Merchandising & Supply Chain for Home Furnishing, you will lead efforts to curate an outstanding assortment of products and optimize our supply chain operations to meet the unique needs of the customers. You will play a key role in driving sales, maximizing profitability, and enhancing the overall shopping experience for our home furnishing customers. This position requires strong leadership skills, strategic thinking, and a deep understanding of the home furnishing industry. **Key Responsibilities:** Develop and execute merchandising strategies tailored to the home furnishing market, including selection, assortment planning, and inventory management. Lead a team of merchandisers responsible for sourcing and curating products that align with our brand aesthetic and customer preferences. Stay informed of industry trends, design influences, and emerging styles to ensure our product assortment remains fresh and relevant. Collaborate with cross-functional teams, including marketing, sales, and design, to align merchandising strategies with overall business objectives. Cultivate relationships with suppliers, vendors, and manufacturers to ensure the availability of high-quality products and materials. Optimize supply chain processes, including procurement, logistics, and warehousing, to improve efficiency and reduce lead times. Utilize data analytics and forecasting tools to anticipate demand and plan inventory levels for seasonal trends and promotional events. Monitor product performance and customer feedback to identify opportunities for assortment optimization and product innovation. Develop and

maintain performance metrics and KPIs to track progress towards goals and drive continuous improvement in merchandising and supply chain operations. Qualifications: Bachelor's degree in Business Administration, Supply Chain Management, Merchandising, Interior Design, or a related field; MBA preferred. Minimum of 7-10 years of experience in merchandising, supply chain management, or a related field, with at least 3-5 years in a leadership role within the home furnishing industry. Proven track record of success in developing and executing merchandising strategies that drive sales and profitability in the home furnishing market. Strong leadership and management skills, with the ability to inspire and motivate teams to achieve results. Excellent analytical and problem-solving abilities, with a data-driven approach to decision-making. Strategic thinker with the ability to develop and execute long-term plans while also managing day-to-day operations. Outstanding communication and interpersonal skills, with the ability to effectively collaborate across teams and influence stakeholders at all levels of the organization. Detail-oriented and highly organized, with the ability to manage multiple projects and priorities simultaneously.

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