

Merchandise Planner - Fashion

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Company: Chalhoub Group

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

The Merchandise Planner II will use a data-driven approach to optimize sales, margin and inventory in an omnichannel environment. They will forecast future seasonal demand at category - subcategory level for each region, maximize sell-thru in-season by collaborating with key stakeholders: Commercial, Finance, Ecommerce and Buying. Responsible to lead the OTB, pricing & gross margin impact, end of product lifecycle process working in collaboration with Commercial, Buying, Finance, Ecommerce as well as other roles within Supply Chain.

Key Responsibilities

Area of responsibility:

Define the sales plan and OTB by partnering with Buying, Finance, Retail, and Ecommerce business to develop the merchandise strategy, using data-driven input from sales trends, market conditions and supplier demands to drive profitable decision making.

Develop and provide buying with category assortment recommendations plans and sizing analysis by Channel / Region / Store and sell through reports at SKU Level by stores which are aligned with the merchandise strategy and proactively suggest improvements to optimize revenue and profitability through what if Scenarios.

Monitor Inventory Aging and recommend actions on markdowns and liquidation to achieve inventory targets considering Category and Brand identity.

Drive pricing strategy and plan seasonal markdowns by item to maximize sales and gross margin in collaboration with Buying and Retail.

Assess and highlight risks and opportunities on sales, gross margin and inventory, based on supply and demand gaps, recommending possible solutions.

Re-plan business in-season based on latest performance and present it to management with recommendations

Monitor inventory mix in each location and recommend seasonal stock transfers, if needed, in order to boost sales.

Typical KPI for this function:

Stock Holding

Quality of the stock mix

Aging of the stock

Net Working Capital

Range efficiency

Forecast accuracy

Full Price Sell Through

What you'll need to succeed

Preferably graduated with a Bachelor degree in Science or Business

- . 3+ years of experience in Planning in Fashion Retail or FMCG
- . Highly analytical and data-driven working comfortably with quantitative figures
- . Advanced knowledge of excel and MS office and planning tools
- . Experience in forecasting, merchandise planning, allocation, replenishment and financial planning processes and systems
- . Commercially minded problem-solver with proven track-record of delivering financial targets
- . Strong stakeholder management, aiming for win-win solution
- . Excellent communication, influencing and presentation skills
- . Knowledge of retail & fashion business
- . Communicate with candor and value open debate to ensure the best ideas come to life,

collaborating with
stakeholders

- . Self starter enthusiastic and pragmatic
- . Proficient in the English language
- . Full Price Gross Margin

What we can offer you

With us, you will turn your aspirations into reality. We will help shape your journey through enriching experiences, learning and development opportunities and exposure to different assignments within your role or through internal mobility. Our Group offers diverse career paths for those who are extraordinary, every day.

We recognise the value that you bring, and we strive to provide a competitive benefits package which includes health care, child education contribution, remote and flexible working policies as well as exclusive employee discounts.

We Invite All Applicants to Apply

It Takes Diversity Of Thought, Culture, Background, Differing Abilities and Perspectives to truly Inspire, Exhilarate and Delight our customers. At Chalhoub Group, we are committed to inclusion and diversity.

We welcome all applicants to apply and be part of our exciting future. We ensure equal opportunity for all our applicants without regard to gender, age, race, religion, national origin or disability status.

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