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Merchandising Director

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A dynamic and trend-setting fashion retail team seeks a visionary and results-driven Fashion Merchandising Director to lead the merchandising strategy. As a fast growing player in the fashion industry, our client is committed to delivering the latest styles and trends to customers. If you love fashion, possess a keen business acumen, and thrive in a fast-paced environment, this is an exciting opportunity for you. THIS ROLE WILL INVOLVE RELOCATION TO DUBAI.

Position Overview: As the Fashion Merchandising Director, you will play a pivotal role in shaping the brand's image and driving financial success through effective merchandise planning and execution. This position requires a strategic thinker with a deep understanding of market trends, consumer behavior, and the ability to translate insights into a compelling product assortment.

Responsibilities: Develop and implement strategic merchandise plans that align with overall business objectives and sales targets. Analyze market trends, consumer preferences, and competitive landscape to identify growth opportunities. Collaborate with cross-functional teams, including design, buying, and marketing, to ensure a cohesive and market-relevant product assortment. Oversee the planning, allocation, and replenishment processes to optimize inventory levels and maximize sales. Lead the development and execution of seasonal product launches, promotional events, and markdown strategies. Build and maintain strong vendor relationships, negotiate terms, and ensure timely delivery of merchandise. Utilize data analytics and performance metrics to make informed decisions and drive continuous improvement. Manage a team of merchandising professionals, providing leadership, mentorship, and fostering a collaborative and innovative work environment.

Qualifications: Bachelor's degree in Business, Merchandising, or a related

field. Master's degree is a plus. Proven experience as a Merchandising Director or similar role in the fashion industry. In-depth knowledge of fashion trends, consumer behavior, and retail operations. Strong analytical and problem-solving skills with the ability to interpret data and make strategic decisions. Excellent communication and interpersonal skills, with the ability to build and maintain strong relationships. Demonstrated leadership experience, with the ability to inspire and motivate a team. Proficient in using merchandising software and Microsoft Office Suite.

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