

# United Arab Emirates Jobs Expertini®

## Senior Buyer

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Company: Chalhoub Group

Location: dubai

Category: other-general

**What You'll Be Doing**Our Senior Buyer is responsible for taking the lead in the buying strategy, OTB, & Buying activities. You will be overseeing the Women's Handbags, Accessories, and Footwear categories for Tryano (Abu Dhabi) and Saks 5th Avenue (Bahrain). Your responsibilities will include:Develop the buying team (where applicable) into assuming full responsibility of own areas of business Manage a complex portfolio of brands Demonstrate creative drive & talent in planning, selecting & buying product. Utilize knowledge & expertise to bring in innovative new merchandise, new concepts & potentially exclusive product to attract new customers & grow sales. Influence & challenge OTB creation, managing how to spend OTB. Analyze & interpret sales figures to make good business decisions. Take responsibility for gross margin, stock turn & sell thru. Actively participate in buys, product selection, & quantifying orders. Manage the sale markdown strategy & stock liquidation. Present the buys to management & store team. Work closely with marketing, VM & store teams, supply chain & e-commerce Demonstrate awareness of trends, global market trends & competitors. Own supplier relationship & communication Actively negotiate with suppliers on stock swaps, RTVs, markdown contribution.**What You'll Need To Succeed**Minimum 5 years experience in Buying within a luxury multi-brand or mono-brand business Experience managing full buying cycle and OTB Existing relationships with Luxury brands Ability to work within a diverse team and comfortable managing complexity and stakeholders Strong analytical skills and a strategic mindset Experience in business development or in a start-up environment Merchandising background will be plus Arabic fluency will be plus

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