



PR/118441 | Merchandising & Allocation Specialist

Job Information

Recruiter

JAC Recruitment UK

Job ID

1578011

Industry

Retail

Job Type

Permanent Full-time

Location

Italy

Salary

Negotiable, based on experience

Refreshed

February 16th, 2026 10:43

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Role Overview

The Senior Merchandising & Allocation Specialist supports the planning, assortment, and stock flow processes to ensure strong commercial performance across all your channels. This hybrid role combines analytical merchandising responsibilities with hands on allocation and in season trading. The Specialist works closely with cross functional teams to optimize product performance and deliver a consistent consumer experience.

Key Responsibilities

Financial & their brand Support

- Support manager on the creation of financial plans aligned with seasonal ranges and commercial goals.
- Contribute to set sales and stock targets.
- Assist in maintaining them and inventory plans.

- Update rolling forecasts and provide insights to support trading decisions.

Assortment Planning

- Assortments development by channel and geography.
- Provide hindsight analysis to inform them and future range planning.
- Brief Merchandising and HQ on consumer needs.
- Contribute to VM and space planning criteria.
- Maintain the Store Profiling database and sample management.
- Provide analysis to support line development.

Allocation, Replenishment & Trading

- Execute allocation and replenishment strategies to ensure optimal stock flow.
- Monitor in season performance and highlight risks and opportunities.
- Support strategies to improve full price sell through.
- Participate in trading reviews and follow up on actions.
- Collaborate with Logistics to ensure product availability.

Systems & Process

- Ensure accuracy of MDM and system data flows.
- Identify opportunities to improve processes and increase efficiency.

Analysis & Reporting

- Produce weekly and seasonal reports on KPIs, stock levels, and sell through.
- Provide data driven insights to support decision making.

Cross Functional Communication

- Maintain effective communication with Merchandising, VM, Retail, Logistics and Marketing teams.
- Support alignment across product, stock, and trading activities.

Experience & Profile

- 3-5 years in merchandising, buying, planning, or allocation.
- Strong analytical and numerical skills.
- Good understanding of merchandising and allocation processes.
- Strong attention to detail and data accuracy.
- Previous experience in fashion is a must

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Company Description