



【800～1000万円】 APMEA Retail Merchandise Planner

ハーマンミラージャパン株式会社での募集です。マーチャンダイザー（MD）のご経...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

ハーマンミラージャパン株式会社

Job ID

1580933

Industry

Daily Necessities, Cosmetics

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 10 million yen

Work Hours

09:20 ~ 18:00

Holidays

【有給休暇】有給休暇は入社後3ヶ月目から付与されます 初年度 10日 3か月目から 【休日】完全週休二日制 土 日 祝日 年末...

Refreshed

March 5th, 2026 16:05

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2352334】

【Job summary】

The APMEA Retail Merchandise Planner is a newly created role to drive growth in Herman Miller's retail business focusing on the Asia Pacific region with potential to expand to the Middle East and Africa regions. Skilled in business analyses and inventory management the role will collaborate closely with the APMEA retail business teams Finance and Operations to

drive both financial performance and operational efficiency. The ideal candidate is self directed · able to operate independently and proactively · and innately possesses an innovative “builder” mindset and skillset as the role involves building establishing and evolving processes and tools.

[Specific responsibilities]

- ◆ Merchandise Financial Planning:
 - Reviewing business performance weekly and variances to target/forecasts conducting analyses to understand underlying drivers and trends
 - Surfacing merchandising opportunities such as changes to assortments pricing/promotions and visual presentation as well as inventory/supply chain opportunities to drive sales and margin
 - Providing analyses to estimate the impact of promotions and other potential actions
 - Collaborating with cross functional partners to drive and support execution of actions
 - Inseason reforecasting of the sales margin and inventory targets to reflect trends and changes
 - Presenting findings and facilitating discussion with the business teams and Finance partner/s in regular meetings
- ◆ Inventory Management: Own the productivity of inventory housed in the APMEA warehouses minimizing inventory liability while supporting sales. Specific activities include:
 - Partnering with the business leaders to define and operationalize criteria to determine which items should be stocked in the warehouses versus made to order
 - Maintaining the appropriate level of inventory for each warehouse's stocked items forecasting sales and placing buys as needed
 - Partnering with Operations team/s to place buys and track status of inventory
 - Collaborating with Finance to define and maintain a receipt budget
 - Monitoring the level and composition of inventory in the warehouses providing reporting and surfacing action when needed (e.g. promo opportunity clearance sales inventory moves between warehouses)
 - Partner with Senior Director on a monthly check in with leadership (e.g. via an “Open to Buy” meeting) to share latest sales margin and inventory forecasts and updates on the state of inventory and business
- ◆ Store Inventory Strategy and Execution: Partner with the APMEA stores team Store Design Merchandising and Operations teams to determine the assortment for each of the stores and execute accordingly. Specific activities include:
 - Providing analyses to help determine which items should be displayed in stores and which if any should be stocked and sellable in stores
 - Working with Operations to procure inventory and send to stores; and then disposing of product that will no longer be on display/in stock in stores

Required Skills

■ Essential Experience

- 6+ years of business experience including
- 4+ years working in a Retail business (stores and eComm) ; experience with wholesale clients a plus
- 4+ years in a role involving business analyses and forecasting particularly on product level
- 4+ years in a role involving inventory management with deep understanding of relationship between inventory sales and margin and wide experience in inventory management processes and tools
- Data driven mindset with a passion for leveraging data and analyses to discover opportunities and drive action
- Highly skilled in Excel and strong ability to learn analytical/reporting tools quickly. Prior experience with PowerBI and/or Tableau is a plus
- Strong communication skills both written and verbal
- Desire and ability to work with business partners from a wide range of functions levels and geographies
- Ability and propensity for process improvement with passion and experience in surfacing process opportunities designing process improvement solutions securing buy in from stakeholders and rolling out
- Proactive and self directed with ability to work independently as well as ability to work evening hours to accommodate working hours in Asia.

Company Description

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