



【1000～1200万円】 Senior Merchant

YETI Japan合同会社での募集です。マーチャンダイザー（MD）のご経験...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

YETI Japan合同会社

Job ID

1582871

Industry

Apparel, Fashion

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 12 million yen

Work Hours

09:00 ~ 18:00

Holidays

【有給休暇】有給休暇は入社時から付与されます 入社7ヶ月目には最低10日以上 【休日】週休二日制 土 日 祝日 年末年始

Refreshed

March 19th, 2026 15:17

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2365393】

At YETI we believe that time spent outdoors matters more than ever and our gear can make that time extraordinary. When you work here you'll have the opportunity to create exceptional meaningful work and problem solve with innovative team members by your side. Together you'll help our customers get the high quality gear they need to make the most of their adventures. We are BUILT FOR THE WILD . .

As a Senior Merchant you will support the development and oversee the execution of the category strategy for YETI Japan

across all channels. You will work closely cross functionally to manage the commercial and go to market whilst delivering core business objectives.

Responsibilities

Take ownership of core YETI categories including product assortment management forecasting and product lifecycle management.

Lead seasonal strategy development and execution identify growth opportunities and manage high impact vendor relationships.

Own category financial performance including revenue profitability and inventory management to deliver against business objectives.

Define and execute category strategies tailored to each channel ensuring consistency and alignment with Brand standards.

Partner with Planning Operations to ensure accurate forecasting inventory health and timely product availability.

Conduct post launch reviews to assess performance and inform future strategies.

Influence global product development by sharing Japan specific consumer insights and market trends.

Understand and analyse market context and trends consumer insights and competitive landscapes to identify opportunities.

Collaborate closely with Marketing across category marketing strategy development implementation and execution.

Monitor and analyse brand performance metrics including product sales pricing profitability market share ranks and campaign effectiveness.

Provide actionable insights and recommendations to optimise brand and category strategies to contribute to continued growth for the brand and achieve business objectives.

Develop long term product and marketing strategies leveraging consumer and market insights.

Drive sales and margin growth through effective category management practices to enhance customer experience and achieve commercial objectives.

Develop and implement strategies for categories and channels including product mix positioning product life cycle and key selling strategies (in collaboration with Sales Marketing and E commerce) .

Drive alignment and transparency with the Sales Marketing Product/Merchandising teams with a focus to improve customer experience and drive sales across all customer segments and channels.

Leverage data and insights to understand customer trends driving continuous improvement and sustainable brand growth.

Build deep industry knowledge and develop marketing campaign strategies to meet sales and KPIs.

Support and deliver product training across the team to ensure proper understanding recommendation and usage of the products to drive sales.

Required Skills

Qualifications And Attributes

- Previous experience with Product/Portfolio/Category management including forecasting and lifecycle management within retail or FMCG environment
- At least 8+ years of experience in buying marketing or commercial roles specifically within Retail or FMCG
- Advanced level experience in Excel BI and/or Tableau.
- Strong knowledge of category management including leveraging customer data and insights
- Proven ability to work across different categories and functions with strong negotiation skills and experience in matrix structures
- Ability to analyze data identify trends and draw meaningful conclusions
- Self motivated and driven to be able to deliver outcomes and manage time efficiently and effectively
- Native in Japanese and business level English is preferred

Company Description

ご紹介時にご案内いたします