



PR/097325 | Merchandise Planning Manager - Fashion, Footwear (HQ)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1600948

Industry

Retail

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 01:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Title: Merchandise Planning Manager - Fashion, Footwear (HQ)

Location: Singapore

Your New Company A globally established fashion and lifestyle brand with strong multi-channel presence across retail and e-commerce is strengthening its global merchandising function. With expansion across multiple international markets, the organisation is focused on driving premium positioning, stronger inventory performance, and data-driven growth across its product categories.

Your New Role As a Merchandise Planning Manager (Global Category Lead), you will take ownership of the commercial performance, assortment direction, and full product lifecycle for your assigned category.

This is a highly strategic role that blends merchandise planning, pricing, inventory strategy, and global demand management, with a strong focus on driving premiumisation and optimising global sell-through.

You will lead the development of a responsive push-pull inventory model, ensuring the right products are available in the right markets at the right time to maximise revenue and profitability.

Key Responsibilities 1. Range Curation & Assortment Strategy

- Define key seasonal “hero” products with clear targets for volume and sales contribution.
- Identify high-performing styles and evolve them into long-term “core” products to sustain category growth.
- Drive assortment planning strategies based on market demand and performance insights.

2. Pricing & Commercial Strategy

- Establish pricing structures across markets based on demand, positioning, and competitor benchmarking.
- Ensure alignment with margin targets while maintaining brand positioning

3. Product Lifecycle Management

- Own the full lifecycle of SKUs from concept through launch, markdown, and exit strategies.
- Drive global inventory rebalancing by reallocating stock across regions to maximise full-price sell-through.

4. Inventory & Supply Chain Strategy

- Oversee a responsive inventory model combining forecast-based planning and demand-driven replenishment.
- Implement push strategies to ensure availability and pull strategies based on real-time sales performance.
- Manage global stock flow to improve inventory turnover, reduce lead times, and optimise sales productivity.

5. Data-Driven Performance Management

- Analyse sales performance and market trends to inform assortment, pricing, and inventory decisions.
- Track key merchandising KPIs including sell-through, ROS, contribution margins, and stock turn.
- Translate insights into actionable strategies to drive consistent growth across markets.

Qualifications

- Bachelor’s degree in Business, Retail Merchandising, or a related field.
- Minimum 8 years of experience in merchandise planning, buying, or a related commercial function.
- Strong expertise in assortment planning, inventory optimisation, and demand forecasting.
- Advanced analytical skills with strong proficiency in Excel and data tools (e.g. Power BI).
- Experience working across regional or global markets is highly advantageous.
- Strong understanding of merchandising KPIs, pricing strategies, and product lifecycle management.
- Detail-oriented with a strong commercial mindset and ability to adapt to changing market conditions.
- Proven ability to collaborate across cross-functional teams and influence stakeholders.

Ready to Take the Next Step?

Interested applicants, please click **APPLY NOW** for a confidential chat.

Do note that we will only be in touch if your application is shortlisted.

Chen Pinru
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EA Personnel: R25130085

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#countrysingapore

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Company Description