



PR/110535 | Performance Running (Assistant Manager / Deputy Manager) - Gurgaon

Job Information

Recruiter

JAC Recruitment India

Job ID

1602476

Industry

Retail

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 01:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

JD for Performance Running (Assistant Manager/Deputy Manager)

JOB DESCRIPTION We are looking for a candidate who can provide key insights of the running market in India and assist to drive growth of Performance running category. Work towards driving the category vision and achieve category KPIs so that the right product and right communication reach the consumers.

KEY ACCOUNTABILITIES

- Obtain and deliver consumer insights into the global process to deliver local relevant product
- Develop and work with Product head, category Managers and global team on ongoing product strategies.
- Deliver the GTM and assist category management to communicate the right strategy to the sales team and external partners.
- Analyse partner orders for key levers of growth like Sub-category trend, channel wise splits, channel specific KPIs,

category inventory closing targets etc.

- Collaborate and align with Global on product range build, assortment strategy to create accountability.
- Execute the line for go to market excellence, including system, catalogue through involvement of category managers.
- Present Monthly insights of current trends, sales analysis and competition mapping to internal team
- Ensure each category and business objectives are met.
- Build assortment plans for the region that provide clear product direction and information to the global product team and supporting departments.
- Develop category initiatives to meet key commercial goals.
- Track old season inventory in system to ensure maximum freshness.
- Collaborate with marketing in preparing communication concepts for all categories.
- Build market/retailer network to maintain trend research and competition analysis
- Present ranges internally and externally to partners
- Continually monitor and analyse product range and sales results to determine products that maximize profitability/productivity
- Manage the process with effective communication and action steps to achieve margin, profitability, and acceptable inventory levels
- Monitor progress of global direction KNOWLEDGE SKILLS AND ABILITIES
- Strong consumer understanding and ability to interpret insights against strategy
- Strong presentation and interpersonal skills
- Running Enthusiast (recreational or competitive) who has knowledge of running products, running market, current consumer needs of running ecosystem
- Post-Graduate with MBA/NIFT/B. Tech degree preferred
- Upto 5-7 Years of Experience in the industry
- A thorough understanding of customer markets and trends.
- Strong analytical, logical reasoning and planning skills.
- Skill in MS Office applications (Excel, PowerPoint, Word)
- Ability to travel as needed.
- Advanced cross-functional Merchandising knowledge and Market experience in sport and/or fashion/lifestyle categories (sporting goods industry preferred)

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Company Description