



Retail Merchandising Manager For Men's

Lead Japan merchandising to grow profits

募集職種

採用企業名

スケッチャーズジャパン合同会社

求人ID

1554932

業種

アパレル・ファッション

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合

(ほぼ) 全員日本人

雇用形態

正社員

勤務地

東京都 23区, 港区

最寄駅

山手線駅

給与

700万円 ~ 800万円

更新日

2025年09月17日 02:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ネイティブ

最終学歴

大学卒 : 学士号

現在のビザ

日本での就労許可が必要です

募集要項

JOB PURPOSE:

The Retail Merchandising Manager for Men's is responsible for Selection & Procurement of the Product Assortment for Japan Company owned Retail Stores and Ecom through a consistent focus on studying the business, monitoring sales performance and inventory to fit the need of the customer.

Goal is to Achieve company Sales targets and Maximize Profits, utilizing factors such as OTB (open to buy) financials,

localized market needs, seasonal trends, price strategies and SKU management requirements.

This position works closely and collaborates with local fields of Merchandising Planner, Allocation, Visual, Marketing and Operation team and USA counterparts to ensure consistent Product offerings, Brand Message, Global Store Standards and Image are executed.

JOB RESPONSIBILITIES:

- Gain knowledge on the brand and distribution channels to identify opportunities.
- Review and Analyze sales data such as Rankings, Sell Thru, Pricing Opportunities, Predict sales trend.
- Create Assortment Plans tailored to Japanese market by Product Selection based on Store Volume, SKU counts capabilities and Store Capacity to ensure appropriate depth is achieved by Store Volume and Size.
- Forecast Order units and Place & Key orders in the system for inventory procurement.
- Partner with Wholesale, Franchise and Ecom teams to collaborate on Merchandise selection and Order placement.
- Initiate quarterly buys for all New Styles, Re-buys for Core Carry over Styles.
- Provide qualitative and quantitative feedback to US HQ on product performance to influence the creation of products that cater to the Japanese market demand.
- Effectively Achieve Japan Company owned Retail Stores and Ecom's financial Sales plan and key performance targets by consistently reviewing and editing Product Assortment within Bulks and Stores on regularly bases.
- Analyze historical data and current trends to identify risks and opportunities; compare sales & inventory data of the assigned gender / category to company sales & inventory plan and provide actions to reconcile deviations by executing strategies.
- Partner with the Merchandising Planners to actively engage in and manage inventory levels by increasing and decreasing inventory, conducting in-season frontline's markdown and promo cadences, transferring products, and/or cancelling orders.
- Participate and engage in monthly in-season forecast and OTB meetings.
- Partner with Allocators and Give guidance and vision to coordinate and execute new Product launch to Stores, Replenishment, Transfer so that the desired Assortment in all store types to be realized.
- Partner with Visual Merchandiser and Retail Marketing to execute effectively store layouts, product displays, window displays and instore pops.
- Partner with related fields such as Retail Operation, District Store Managers and Store Managers to constantly check and make necessary changes on store clusters using velocity, capacity, geography by gender / category.
- Monitor sales, product trends and consumer buying behavior.
- Conduct store visits to gather insights from sales staff and understand customer satisfaction and preferences.
- Research and constantly review competitors, including pricing, profit, marketing and other progress.

Annual salary:

7,000,000–8,000,000 JPY + bonus up to 20%.

スキル・資格

Requirements

- Strong observatory and analytical skills in assessing market and sales trends
- Strong aptitude with numbers and clear understanding of retail math
- Familiarity with Pricing, Costing, Packaging, QA and Product safety standards
- Strong organizational skills - ability to manage multiple projects, prioritize, and meet deadlines
- Ability to communicate persuasively, influentially, and responsibly across a cross-functional team
- Excels in team environments and in building / developing strong interpersonal relationships, while maintaining an individual determination to accomplish goals
- Ability to travel 10-20% of time
- Passionate about customer service (internal)
- Driven to excel and succeed, taking full ownership of his or her success
- Problem Solving
- Time Management
- Strong interpersonal skills
- Self-motivated
- Persistent
- English proficiency both in Verbal & Written
- Advanced computer skills (Excel - pivot tables/v-lookups/etc., Word, Internet)

Education and Experience

- Must Bachelor's Degree or above
- Minimum 8+ years Merchandising buying experience, preferably in Retail, preferably within Footwear

会社説明