



<b>Job title</b>	Merchandise Manager – Gadget & Electronics
<b>Reports to</b>	VP Sales
<b>Location</b>	Jakarta, Indonesia

#### **Job Purpose**

The candidate will be responsible for planning and selecting a range of products based on customer demand & market trends by recruiting potential merchant and maintaining good relationship with existing merchants.

#### **Duties and Responsibilities**

- Continually analyze and identified market trend for targeted consumer. Able to identified potential merchant or sourcing which suitable with consumer needs.
- Have and managed strong Merchant database based on Market or survey insight.
- Identifying and recruiting potential merchant partners, include trading term and margin negotiation.
- Maintain good relationship with merchant partners and looking for win-win solutions for problems.
- Monitor and evaluate performance from merchant partners based on their KPI and give feedbacks based on evaluation results.

#### **Candidate Profile**

- Impressive, demonstrable track record and skills/experience gained within a similar position(s), at a similar level.
- Strong leadership skills and experience.
- Gravitas, with the ability to build strong external relationships to enhance and strengthen the company's profile.
- Innovative with entrepreneurial flair, proven strategic aptitude and ability.
- Tenacious and results driven with sound business judgement.
- Highly energized and motivated with a high level of commitment.
- Numerate with strong analytical and problem solving ability.
- Hands-on approach, with a 'can-do' attitude.
- Ability to prioritize, demonstrating first class organizational skills and time management skills.
- Excellent attention to detail, with the ability to work accurately in a busy and demanding environment.
- Self-motivated, with the ability to work proactively using own initiative

<b>Approved by:</b>	(on behalf of CEO)
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