



Job title	Merchandiser (E-Commerce, Senior Level - Head Buyer)
Location	Bangkok, Thailand

Company Description

We are currently assisting the largest eBusiness company that focused on women lifestyle in SE Asia.

Duties and Responsibilities

- Establish relationships with suppliers within Thailand and build the product line-up for the website to be built, ahead of the website build.
- Build the product content for the site, including the categories and having input on the design and structure of the site.
- Build a new buying team overtime to handle Thailand's demand, replenishing goods, and expanding the categories.
- Submit PO's and establish agreements with suppliers with any means necessary to have a healthy product line up and replenishing fast selling goods.
- Work with the Project Manager to build the business under the guidance of the regional heads, working with marketing, content, tech, and operations based out of headquarters in Thailand.
- Oversee the buying team for all the verticals under the group, reporting to the Managing Directors and Regional Executives.
- Manage the buying budget for multiple verticals, included developing (OTB) open to buys for the buying team, functioning as the planner.
- Develop the company's pitch for the buying team in order to secure better margins, increase the company's leverage, and build deep relationships.
- Responsible for managing the strategic and tactical merchandise for the company.
- Build the product assortment base on analytics and research industry and competitions to stay ahead of the best and customer interesting.
- Maintain the relationship with Manufacturer partners, negotiate costs and manage price margin goals.
- Analyze inventory needs and manage business to profitability expectations, ultimately responsible for all the inventory under the group.
- Determine inventory needs for initial orders and reorders on seasonal product, develop and maintain a replenishment process.
- Negotiate and ensure timely deliveries of all product inventories to the operation team, working in tandem with operational managers and leaders.
- Prepare and present product selling reports to the team regarding sales, gross margin and returns.
- Coordinate with product styling and cross selling requirements working with marketing and the operation team

Candidate Profile



- A minimum of 4 years in buying, merchandise sourcing and product planning from retail /
- Wholesale or E-commerce business would be advantageous.
- A minimum of 2 years in Senior Buying position, Planning or Head Buying position.
- Proven network of industry contacts within the retails products vertical.
- Strong logical, analytical skill, problem solving, and communication skills.
- Good negotiation skill.
- Proficiency in Microsoft Office, especially in Microsoft Excel (Medium to Advance level) and other computer related skills preferred.
- Proven self-starter and with the natural ability to work with little guidance.
- Able to work independently as well as in a team.
- Able to work under pressure and with given deadlines.
- Good command both of spoken and written English language (fluent)

Approved by:	(on behalf of CEO)
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