**Listing specialist/junior buyer**

Reporting to Category Manager

We are one big family at Rohlík. We see the world from the better side and are constantly looking for ways to make each other happier. We know that even seemingly small goodies can be of great importance, and therefore, together with the rediscovered power of humanity and helpfulness, we return to our roots. To nature, honest craftsmanship and the countryside, where there is inspiration for all who believe that it is time for good things and especially for good food.

**Department Overview**

We have 3 main objectives in the commercial department. The first objective is to excite customers by our range and hence build the penetration (customer and basket) to help our business grow faster. This we do via great assortment (reverse pyramid), price & promo policy and brilliant web (shelf). The second objective is to do this profitably. Grow our margins further and improve the profitability of the entire business. This is done via the right assortment/supplier pool and effective negotiations. Our last objective is to do this effectively to improve our cash position and further improve profit via effective assortment and stock management.

**Role Overview**

The role of Listing specialist/junior buyer involves helping category managers implement strategy within a given category. In this role you will need to understand specifics of a given category and be able to develop product descriptions which enable customers to make the best choice quickly. You will also manage the correct flow of categories on our web (based on a given shopper decisions tree) and make sure all the products/banners are working smoothly. You will cooperate closely with the category managers, supply chain, marketing department (to tackle customers and new trends), operations (to keep our assortment effective) and finance (to make sure our prices are set up correctly and margins are growing).

**What we expect from you**

* Precision and speed
* Ability to see the full picture - why and how your work must be done
* Brilliant collaboration with suppliers and other departments

**What we look for**

* Enthusiasm and willingness to learn and develop
* Focus on results
* Food lover
* Flexibility in finding solutions and the drive to execute them

**KPI’s typical for the position**

* Customer penetration
* Basket penetration
* Margin - correctness of price setups

**What we offer**

* Your work will have a direct impact on the company's results
* We will implement your good ideas almost immediately – not waiting for the approval of headquarters somewhere in the world
* You will not be bound by corporate processes
* Your work has to be innovative and meaningful, we do not want to follow trends, but set them
* Last but not least, we offer fair compensation and the possibility of professional growth and education; also a great bunch of people around and legendary corporate events

**Our Values**

* **Customer obsession:** The customer is at the center of our universe. Everything we do, we do for them.
* **Speed:** Better done than perfect. We build, improve and deliver fast.
* **Courage:** We are brave. We are not scared of taking ownership and making decisions.
* **Learning:** We keep learning. Information is power. Change is life and opportunity.
* **Winning:** Market standard is not good enough. We aim to win, be the best, and stay ahead of the market. We keep innovating.
* **Honesty:** We are open and honest to ourselves, to our teammates, and to our customers. We are able to accept feedback.
* **Optimism:** We fight in a tough environment. It is most important to have fun and have a helicopter view.
* **Think big:** We are bold and daring in changing the future.