

LVJ/MERCHANDISER/MERCHANDISING MANAGER, MEN'S SHOES

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Company: Louis Vuitton Malletier

Location: Japan

Category: other-general

Position

MISSION STATEMENT

Responsible for Shoes Merchandising

Develop action plans to achieve target sales and sell-through, and be fully responsible for its implementation

Become a pivotal role for the entire shoes, working closely with central sales merchandisers, Louis Vuitton stores, and other counterparts

REPORTING STRUCTURE

Manager, Merchandising

INTERNAL WORKING RELATIONS

Head of Merchandising and all merchandising teams

Other departments, such as National Sales, Supply Chain/Logistics, Customer Event, PR/Communication, Advertising & Digital, Customer Service, After Sale Client Service, Quality, etc

Shoes Category Managers in Louis Vuitton stores in Japan

Central Shoes category Marketing and Merchandising teams in Paris

EXTERNAL WORKING RELATIONS

Suppliers (Travel agents, event coordinators etc.)

MAIN RESPONSIBILITIES

Be responsible for Shoes category

Prepare and analyze necessary data for buying, and participate in buying for shoes showrooms when relevant

Develop action plans to achieve target sales and sell-through and be responsible for its implementation

Prepare collection presentation and conduct product training (collection showroom) for client advisors

Visit Louis Vuitton stores for category managers to identify issues and support them to take actions

Prepare daily/weekly/monthly sales and sell through reports

Check inventories and sell-through data, and follow up with stock rebalancing plan in cooperation with Supply Chain

Prepare announcements/information to the stores related to product launch, allocation, and retrieval

Respond to inquiries from stores

Support in-store events, and openings/renewals of stores with necessary product assortment. Collaborate with the VMD team on-site.

Conduct product caravans by target setting, schedule & stock managing, collaborated with retail & SC

Understand the market trend and competitors' actions to provide regular feedback to the central marketing team

Understand quality issues and follow up with necessary actions in collaboration with the quality department

Check contents for communication tools, PR materials, advertisement, and website

Profile

Key Requirements

Merchandising experiences (at least 3 Years

Good command of English (TOEIC 800 up), and native speaker of Japanese

Good communication, interpersonal skills

PC skills (Excel, Powerpoint, PowerBI, and Word) necessary

COMPETENCIES

Drive for results

Customer focus

Building effective teams

DEVELOPMENT OPPORTUNITIES

The same position at other branch in LVMH Group.

Increased responsibilities in line with growth of the company

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