

## Director of Merchandising, Furniture - Case Goods and Outlet Mega Group Inc. – Boucherville office

Mega Group Inc. is Canada's largest retail buying and support group of independent furniture, appliance and consumer electronics retailers. We are dedicated to providing programs that stimulate growth and promote success. Our vision is to be the essential supplier of retail services ensuring the continued success of the Independent Home Goods retail channel in Canada. As a Platinum Member of Canada's Best Managed Companies, we serve over 600 retail members across the country with offices located in Saskatoon and Boucherville.

We are proud to provide an employee-friendly work environment, where work-life balance is a priority. We value the talents and abilities of our employees and strive for an open, flexible, cooperative, and dynamic work environment.

We are seeking a Director of Merchandising, Furniture - Case Goods and Outlet in our Boucherville office. Reporting to the Executive Vice President, Retail Operations; the incumbent's primary responsibilities will be:

### Responsibilities:

- Partner with cross-functional managers to deliver key initiatives & objectives as outlined to ensure alignment.
- Build and manage merchandising programs for the category to deliver optimum sales and profit to affiliates
- Responsible for all Mega Group Furniture – Case Goods category's central billing files and vendor negotiation
- Plan and execute promotional events within the assigned product category as part of the marketing plan.
- Build and Deliver assortments for outlet stores that support departmental, divisional and brand strategies.
- Understand and manage all components of the category to deliver consumer driven assortments.
- Plan and negotiate vendor co-op funding needed to meet budget requirements.
- Maximize opportunities to leverage vendor resources and additional co-op for digital marketing.
- Work with other departments to further develop the Merchandise Digital Strategy.
- Develop opportunities for e-Commerce and V2C programs.
- Understand and support transcending trends that are working across categories.
- Closely monitor the competitive activity of suppliers. Be fully aware of competitors' issues in the marketplace.
- Analyze competitive landscape & filter the decision process through the customer based on KPIs
- Take on additional roles or special projects to establish leadership across departments.
- Identify and recommend special new profit seeking opportunities.
- Actively search for industry information that will provide a benchmark on KPI's to illustrate our company and our members' relative industry performance.
- Effectively communicate the "value-added" aspects of our merchandising programs
- Negotiate financially favourable supplier agreements.
- Search for strategic "new" product offerings and suppliers.
- Work to ensure Merchandising efficiencies are identifiable and established.

### Qualifications:

- Minimum 3-5 years of management experience in the Furniture industry.
- Post-secondary education in Business or a related field.
- Fluency (written and verbal) in both English and French is essential.
- Understanding of web analytics and demonstrated expertise in Social Media.
- Commitment to creating positive change.
- Great problem solving and independent decision-making skills.
- Strong skills in developing and executing strategic plans.
- Excellent communication skills, both written and verbal.
- High level of accuracy and detail oriented.
- High proficiency in Microsoft Office.

**Please apply in confidence by September 4, 2020 to [hr@megagroup.ca](mailto:hr@megagroup.ca)**

*Please note that only those candidates selected for an interview will be contacted.*