

Sr. Director of Merchandising, Bedding and BrandSource Sleep Galleries 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 700 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.

Reporting to the Executive Vice President of Retail Operations in our Boucherville office, we are seeking a dynamic, sales-oriented individual to lead our bedding merchandising dept. The candidate will have a strong knowledge of the mattress and overall retail bedding industry. This is an opportunity to help the company grow and develop a core category; being an integral part of a dynamic team that is carrying out a digital transformation of our marketing and retail programs.

Responsibilities:

- Develop and execute a successful Merchandise Strategy.
- Develop and grow the specialized BrandSource Sleep in store galleries.
- Develop and deliver promotional activity within the framework of the annual marketing plan; promotional concepts, vendor support, and measuring results.
- Research, recommend, and manage the merchandising program to deliver optimum sales and profit to the BrandSource banners and to Mega members.
- Negotiate all Mega Bedding Central Billing files and Vendor programs, including communication with Strategic Partners.
- Directly supervise the Bedding Merchandising Team.
- Manage the BrandSource Merchandising Department on the agreed-upon annual expense budget.
- Work closely with the Mega Team in the development and maintenance of Business Intelligence systems.
- Plan, develop and execute the Digital First Merchandise Strategy and Marketing Plan for all of BrandSource.
- Work in conjunction with the BrandSource Directors and the Field Team to ensure growth of membership.
- Annually plan with the BrandSource Directors the co-op funding needed to meet the budget requirements.
- Maximize opportunities to leverage Vendor resources and additional co-op funding for digital marketing.

Qualifications:

- Minimum 5-7 years of management experience in the Bedding and overall retail industry
- Post-secondary education in Business or a related field
- Fluency (written and verbal) in both English and French is essential
- Highly skilled at negotiating
- Skilled at developing and giving presentations
- Understanding of web analytics and demonstrated expertise in Social Media
- A working knowledge of SmartBanner and Windward Point of Sale systems
- Commitment to creating positive change and motivating a team
- Great problem solving and independent decision-making skills
- Strong skills in developing and executing strategic plans
- Excellent communication skills, both written and verbal
- Able to establish and build positive and productive relationships
- High level of accuracy and detail oriented
- High proficiency in Microsoft Office

Please apply in confidence by September 30, 2020 to hr@megagroup.ca

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