

New Yaohan is looking for a Merchandising Controller to drive the success of our brand by overseeing the entire merchandising process of Men's and Ladies' Fashion Department. We are interested in candidates obsessed with creating and implementing merchandising strategies that align with our brand's vision and business goals, ensuring the right merchandise are available at the right time.

Merchandising Controller

Responsibilities:

- **Merchandising Strategy Development:** Develop and execute comprehensive merchandising strategies that support the fashion brand identity, customer needs, and business objectives. Collaborate with cross-functional teams, including marketing, and sales, to align merchandising efforts with overall company goals
- **Inventory Management:** Plan and manage inventory levels to ensure merchandise availability while adhering to a seasonal sales plan and open-to-buy budget. Monitor sell-through rates, analyze historical data, and use forecasting techniques to optimize inventory turnover
- **Pricing Strategy:** Collaborate with finance and sales teams to develop effective pricing strategies that balance profitability with customer value
- **Seasonal Planning and Launches:** Lead the planning and execution of seasonal merchandise launches, including planning and merchandising strategies
- **Cross-Functional Collaboration:** Work closely with the sales team to translate creative concepts into commercially viable merchandise. Partner with the e-commerce, retail, and marketing teams to develop merchandising-driven campaigns for seasonal launches and sales. Work closely with finance to balance the growth of the business with finance objectives
- **Data Analysis and Reporting:** Utilize sales data, customer feedback, and market insights to make informed decisions and adjustments to the merchandising strategy. Prepare regular reports on key performance metrics, such as sales, inventory levels, and product performance

- **Team Leadership:** Build, manage, and mentor a team of merchandising professionals, providing guidance, feedback, and professional development opportunities

Requirements:

- 10+ years of experience in apparel merchandising, with a proven track record of driving successful merchandising strategies through a direct retail and e-commerce business
- Expert level knowledge and obsession of high quality, luxury clothing and brands of Men's and Ladies' Fashion
- Bachelor's degree in Merchandising, Fashion Management, Business, or a related field
- Strong understanding of apparel cycles and trends, consumer behavior, and market dynamics
- Excellent analytical skills and ability to interpret sales data and market insights
- Leadership experience with the ability to build, manage, and inspire a team
- Effective communication and collaboration skills to work across departments and with external partners
- Strong understanding of core business and finance principles
- Proficiency in using merchandising software, inventory management tools, and Microsoft Office Suite

We offer competitive remuneration package including meal allowance, medical scheme, discretionary bonus, double pay and pension fund with excellent career exposure opportunities to the right candidate.

Interested parties, please apply with full resume in MS Word format with present and expected salary via e-mail to [**hr.recruit@newyaohan.com**](mailto:hr.recruit@newyaohan.com)

Company website: www.newyaohan.com

(Personal data collected will be used for recruitment purpose only)