

ROLE DESCRIPTION:

MARKETPLACE MERCHANDISER

WHAT YOU DO

You are a key contributor to the merchandising unit, focused on driving our assortment strategy, availability and profit on marketplaces in close collaboration with the Merchandise Managers and key stakeholders from the marketplace team.

You will play a critical role in ensuring product availability, reducing carrying costs, and maximizing operational efficiency and driving a profitable sales result in our marketplaces.

You will work cross functionally mainly but not limited to the stakeholders within the Regional Merchandising team, Marketplace team & Logistics team.

WHO YOU ARE

You are customer and sales-driven professional with a strategic mindset. You are a detail-oriented professional with expertise in inventory management, data analysis, and with a strong supply chain understanding.

You thrive working in a fast pace and agile environment.

You are natural team player that strives to foster collaboration across channels, roles and functions.

HOW YOU DO IT

By acting in line with our values, having the right mindset and leadership, you contribute to H&M's business success.

You have a growth mindset and encourage cross-functional collaboration where your colleagues' success is equally to yours.

You promote a positive and open environment where opinions, views and ideas are shared, proactively bring innovative ideas and explore growth opportunities.

No matter what your role may be at H&M – WHAT you do is as important as HOW you do it.

WHAT YOU DO

Your responsibilities

Product Marketplace Strategy & Allocation:	<ul style="list-style-type: none">● Support in setting the assortment strategy (connected to our overall brand plan and marketplace strategy) for the marketplaces in the region in close collaboration with the Merchandise Managers, Digital Merchandising Leads, Key account Leads and Marketplace Manager.● Implement the product strategy by allocating the correct products and stock to our marketplaces in close collaboration with Digital Merchandising Leads and Key Account Leads.● Marketplace level execution and follow up of the assortment strategy and implementation on marketplaces.● Execute strategy in systems in collaboration with Key Account Leads and Digital Merchandising Leads.● Support with input to the Merchandising Team to ensure we drive a strong product offer activation in our marketplaces through commercial planning
Inventory Management:	<ul style="list-style-type: none">● Follow up inventory targets and contribution for warehouse and connected marketplaces.● Optimize marketplace product strategy to maximize sales results with available inventory.● Balance inventory levels of our stock locations by optimizing product exposure on marketplaces.
Sales & Product Follow-up:	<ul style="list-style-type: none">● Coordinate and drive the overall sales and profit evaluation from a product perspective on our marketplaces.● Evaluate the product performance of marketplaces and drive initiatives to further improve our assortment.● Based on follow-up, support with insights and suggestions on how to further improve the overall sales and profit contribution from the marketplaces in the region.

WHO YOU ARE

Your knowledge

Knowledge = education, skills, experience

Education <i>list relevant formal education, e.g. university degree (or equivalent) and/or other trainings, professional courses and certifications which are relevant for the role</i>	<ul style="list-style-type: none">● University degree, preferably in Business, Economics/Finance or similar
Skills <i>list the most important skills needed to perform the job. Skill is defined as ability to use knowledge in execution and performance. Skills can, but don't have to be related to formal education, e.g. accounting skills, digital marketing, stakeholder management, communication skills.</i>	<ul style="list-style-type: none">● Previous experience in of inventory optimization or merchandising.● Previous experience of stock management strategies and practices● Previous experience of marketplaces sales and/or ecommerce● High level of analytical skills● High level of salesmanship● Advanced Excel user● Programming skills meriting● Structured way of working● Collaborative personality and good communication skills● Fluent written and spoken English
Experience <i>list relevant previous work related (and private if applicable) experience that could be beneficial for the role</i>	<ul style="list-style-type: none">● 1-3 years' experience merchandising, Ecommerce, marketplace sales, supply chain planning, inventory optimization, buying or planning● Omni retail knowledge

HOW YOU DO IT

Your behaviours: living the values, growth mindset, leadership (if applicable)

No matter what your role may be at H&M – WHAT you do is as important as HOW you do it. This part applies to all roles at H&M and should not be edited.

Our Values <i>All colleagues within H&M Group share the same values. They express how we create meaningful growth together – with our customers at heart and the mindset Everyone is a leader.</i>	Values in action <i>Our values are put into action through their key behaviours/competences, that guide all colleagues across H&M Group to perform a task successfully regardless of role. See below.</i>
<ul style="list-style-type: none">● We are one team● We believe in people● We are entrepreneurs● We make constant improvement● We are cost conscious● We are straight forward and open minded● We keep it simple	<ul style="list-style-type: none">● Collaboration (e.g., the ability to be collaborative, inclusive, engaging)● Empowerment (e.g., the ability to be empowering, trusting, listening)● Innovation (e.g., the ability to be innovative, risk-tolerant, flexible)● Improvement (e.g., the ability to be action oriented, taking ownership, willing to learn)● Resourcefulness (e.g., the ability to be resourceful, responsible, proactive)● Honesty (e.g., the ability to be open-minded, sincere, self-aware)● Clarity (e.g., the ability to be clear, efficient, effective)

OUR VALUES are the starting point for how we act. They form a red thread throughout the competences needed in your role.

