

LOVE YOUR HOME

Product & Fabric Merchandiser

Part-Time, Maternity Cover or Freelance

Location: Tilford, Surrey (Hybrid)

Salary: Competitive

Overall Purpose:

We are looking for an experienced merchandiser to establish practice across our fabric forecasting and product merchandising reports.

Your passion for analysis will be coupled with the ability to identify opportunity, forge and implement real plans for realising improved performance. Our ideal candidate will have confidence utilising both CRM systems and Excel.

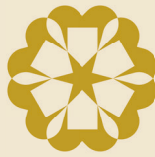
You will thrive in a collaborative environment, working closely with marketing, operations and sales to help the business thrive. You will be welcomed into senior leadership strategic conversations, and encouraged to advocate for merchandising goals.

Key Responsibilities

- Set and monitor merchandising KPIs, taking steps to sustain high performance, identifying and proactively addressing underperformance.
- Help develop and execute merchandising strategies that align with business objectives and prepare the company for scaling.
- Forecast fabric requirements. Collaborate with and monitor the output of our primary suppliers, ensuring they effectively manage LYH fabric stock held on site.
- Review and implement proposed pricing increases in line with cost of raw materials and labour, maintaining margins across product mix.

Product

- Oversee fabric stock levels, ensuring timely orders and maintaining stock value reports (monthly and annually).
- Manage fabric and product compliance, including FR certifications and safety standards.
- Source and introduce new fabrics which align with our brand pillars.
- Strategically manage slow sellers and propose discontinuation across fabrics and products.
- Act as a key stakeholder in the critical path for product launches and product rationalisation.
- Define and propose new product category propositions with potential to realise high incremental revenue.
- Support brand collaborations, agree terms for proposed partnerships and act as point of contact for merchandising reports.



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Reporting, Analysis & Insight

- Build out merchandising KPI dashboards to support visibility of department performance.
- Complete monthly sales reports and share insights with sales and marketing.
- Analyse sales performance and identify gaps in the offering which will drive incremental sales.
- Manipulate and as required, cleanse data to ensure accurate reporting.
- Pull quarterly royalty reports for collaboration products and ensure timely sharing with partners.
- Identify inefficiencies within the department, propose and implement solutions.

Cross-departmental working

- Work closely with the Creative Producer to ensure success of photoshoots, marketing campaigns and launches.
- Maintain regular communications with our production department and suppliers to ensure fabric forecasting is highly accurate.
- Collaborate on showroom visual merchandising decisions, representing commercial interests.
- Coordinate with the Ops Manager to ensure fabric sample stock levels are proactively managed and replenished.
- Adopt company objectives, support departmental goals, and meet individual expectations.
- Collaborate with senior leadership to forecast future operational needs and adjust resources accordingly.

Price architecture

- Review supplier costs annually, analysing weighted margins to ensure competitive and profitable pricing.
- Conduct competitive (SOMP) shops to inform price benchmarking.
- Implement updated pricing structures across all SKUs and update across Zoho.
- Oversee discount pricing strategies during promotional periods, ensuring alignment with company objectives.
- Conduct ongoing analysis to optimise pricing and margin strategies.

Why join us?

- **An Exciting Roadmap:** Play a key role in shaping the future of the brand as we grow and expand, with the opportunity to spearhead key projects.
- **A Supportive Team:** Work with a collaborative, passionate group that values creativity and problem-solving.
- **Consciously minded:** Be part of a company that prioritises ethical sourcing, quality craftsmanship, and sustainable processes.

To apply, please send your CV to careers@lyh.co.uk - we aim to reply within 2 weeks.

Good luck!