



SENIOR CATEGORY MANAGER

Clothing & Gift
Burlington, WA

The Country Store serves the growing segment of consumers that desire a more sustainable lifestyle; those people that want to grow and can their own food, raise animals and teach their kids the enjoyment of a more rural life. Our customers include farmers, homeowners, businesses, families and communities predominantly in Washington State, and with locations in Coeur d’Alene, ID & Stevensville, MT. The company’s brands focus on commitment to provide quality products and services to our customers. Products include traditional farm supplies, a large selection of pet supplies, clothing & gift, and lawn & garden products for both homeowners & professionals.

Senior Category Managers are responsible to develop and execute a strategy for assortments in their categories. This includes setting prices, working with merchandising, developing marketing strategies, training store personnel and maintaining strong vendor relationships. They have awareness of the competition in the marketplace. They are able to utilize internal and external measures to execute a category plan to maximize profitability and customer satisfaction at the retail stores. Areas of responsibilities for this position include all clothing categories, giftware, home décor & housewares, and food & beverage. Candidates should be flexible and detail oriented with a great attitude while ensuring excellent customer service at all times.

RESPONSIBILITIES AND DUTIES

- Responsible for the financial performance of each category as it relates to budgeted sales, gross margin, inventory, inventory turns and GMROI
- Responsible for retail pricing, monitoring vendor cost changes and retail price optimization
- Work with merchandising to develop store merchandise assortments that achieve sales and margin goals and support our brand image
- Identify market trends and develop business strategies outlining strengths, weaknesses, opportunities and threats
- Build and maintain relationships with vendor partners, focusing on assortment plans, product cost, pricing, logistics, volume rebates, etc.
- Create critical communication, training and informational links between the retail store group and cross-functional teams such as sales, marketing, merchandising as well as vendor partners
- Work with marketing to drive sales, maximize profit, increase awareness and attract customers
- Balance inventory and ensure a consistent flow to stores through proper setup of new assortments, inter-store transfers and replenishment orders
- Initiate and control seasonal markdowns, line closeouts and removal of dead stock
- Visit stores and competition to determine regional assortment opportunities and maintain competitive pricing
- Use vendor-supplied market research, market data, and feedback from retail stores to provide opportunities for increased performance & growth
- Attend trade shows & conventions and make vendor facility visits as necessary
- Perform additional duties and assignments as requested

JOB REQUIREMENTS

- College degree in marketing, business, retail merchandising or equivalent combination of experience and training that provides the required knowledge and skills
- Three years experience as a category buyer/manager
- Possess excellent organizational, planning, time management and problem solving skills
- Excellent product knowledge and ability to identify current and upcoming trends
- Proficiency operating and navigating Microsoft Windows operating system and Office products

- Ability to understand and create reports from sales data, showing financial and mathematical analysis that will enhance business making decisions
- Lift, carry and load 50 pound (minimum) weight requirements
- Ability to effectively communicate both verbally and in writing with co-workers and customers

PREFERRED QUALIFICATIONS

- Knowledge of Epicor or Activant/Compass Analytic software

HOURS / DAYS / SCHEDULE

This is a full time, salaried position. Qualified applicants must be available to work evenings and/or weekends as needed.

SALARY / WAGE / BENEFITS

Salary DOE. The company offers medical, dental and life & long term disability benefits to full time employees. Employees may also participate in the company's 401(k) plan after meeting eligibility requirements.

TO APPLY

Submit completed resume, cover letter and application for employment to one of the following:

Mail: Skagit Farmers Supply
Human Resources
PO Box 266
Burlington, WA 98233

Email: HR@skagitfarmers.com (reference "Senior Category Manager" in subject field)

Visit www.countrystore.net or Skagit Farmers Supply & Country Store on LinkedIn to learn more about the Country Store. Applications for Employment may be obtained at any Country Store location or at: www.skagitfarmers.com/contact/careers/

Internal applicants may submit a letter of consideration in lieu of an Application for Employment.



www.countrystore.net