



Role Profile

Job Title	Buyer – Fashion – Multi Category	Reports To	Head of Buying	Location	Bradford
Job Code	GEN010	Grade	M3		
Date Created / Updated	September 2021	Department	Buying & Merchandising		
<p>Purpose: To develop and deliver a FASHION, product range which fulfils customer requirements and delivers the core values and attributes of the FGH Brands; manage a product team to meet current and future sales, margin and stock targets within budget</p>					
Your Role Accountabilities			Skills & Experience		
<ul style="list-style-type: none"> • Manage and develop the supply base to support the execution of a sourcing strategy which balances the opportunity for maximising margin and the need for flexibility in response to changing customer and market needs • To ensure that profit and service are potentialised and overstocks minimised • Develop own buy ranges determined by customer demands and profitability. • Propose and develop seasonal departmental product strategies which take account of product performance, customer requirements, marketing plans and current and future market trends • In conjunction with the Merchandiser and QA, develop, review and gain agreement for the department strategy and targets for each product area to achieve sales and profit plans. • Work with Merchandiser, Design, Marketing and E-Commerce to develop a critical path and ensure all key milestones are met • Agree with Merchandise Manager the sales targets from 'Open to Buy' and range reviews. Agree range plan, stock flow, margins and prices with Merchandiser to ensure smooth flow of the right stock at the right time • Constantly maintain a thorough market knowledge and awareness of changes in competitor ranges and strategies, ensuring that a commercial range is delivered and appropriate to the profile of the target customer • In conjunction with QA, ensure that all products meet the standards of quality (functionability and consistency), Legal and Safety, whilst ensuring orders are placed on time and within the agreed critical path • As one of the Brands Product Experts, make recommendations to Marketing and E-commerce on products that should be featured in editorial content / emails / promotions 			<ul style="list-style-type: none"> • At least 3 years proven experience at Buyer level in a Retail environment • Experience of ladies fashion buying is essential • Knowledge of multi category buying including Knitwear/Outerwear/Denim preferably • Experience of working with Internet trading an advantage • High level range planning and range building skills • Overseas sourcing experience where applicable • Related product and competitor product knowledge and experience, or skills easily transferable to the specific product area. This includes experience of researching and evaluating all product and market trends, competitor activity, understanding of customers' changing requirements, improving perceived product quality, anticipating and planning for gaps in ranges • A good understanding of commercials is very important with the ability to accurately judge cost and selling prices on seeing products, predict sales potential of a product and understand target customers' buying behaviour • Having the ability to adapt to different customer requirements 		



<ul style="list-style-type: none">• Agree objectives with direct reports, manage their performance and provide advice and guidance so they can work effectively and develop within their roles• To be committed to the fair treatment of customers at all times• Ensure compliance with all applicable UK and local regulations, Company Policies and FCA Conduct Rules• Demonstrate behaviours in line with our Company values• To take reasonable care for the health and safety of yourself and other persons who may be affected by acts and omissions at work	<ul style="list-style-type: none">• Proven negotiation skills, with experience of managing a supplier base as well as sourcing new suppliers• A positive, confident and proactive attitude• Ability to adapt to rapid change• High level influencing and communication skills• Strong people management and development skills
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