

# **Sr. Merchandiser – Leather Products Manufacturer & Exporter**

(Full-time · Permanent)

**M/s Talent Corner HR Services Pvt Ltd · Kolkata, West Bengal**

## **About the job**

**We are Hiring for "Senior Merchandiser - Leather Products Manufacturer & Exporter, Kolkata" | Experience: 4-5 Yrs | Salary: INR 4.8LPA – 9.0LPA with additional perks & benefits. (Negotiable for the right candidate / Experienced Candidate)**

**Company Overview:** We, Talent Corner HR Services Pvt Ltd having an exciting opportunity for one of our clients, is a Govt. of India Recognized Star Export House HQ in Kolkata and leading Manufacturers and Exporters of Leather Bags and Small Leather Goods has a professional experience of over three decades in the Leather Goods industry. The products range from leather handbags, wallets, purses, and accessories for both men and women, following the latest trend, technology, and material.

The company is well-known for its state-of-the-art manufacturing facilities & Exporter and its team of experienced professionals who are dedicated to providing innovative and affordable quality leather products solutions. They have a strong presence in both domestic and international markets and is committed to expanding its reach to more people around the world.

**Job Summary:** We are looking for a skilled and experienced Merchandiser to lead the expansion of leather goods and accessories in national and international markets. The ideal candidate should have experience in a similar role within the manufacturing & export sector, preferably in the leather goods industry. He should have a proven track record of driving revenue growth and profitability, along with a strong understanding of product development, merchandising, and marketing. You will be responsible for ensuring that the products meet the client's expectations and are delivered on time and within budget.

The Merchandiser will report directly to the Director and will be responsible for YOY exponential growth of both the top line (REVENUE) and bottom line (EBIDTA) of this private Limited company which is consistently making profits each year for the last 30 years.

## **Key Responsibilities :**

- Develop a **business plan and strategy** for **multiple product line markets** that ensures attainment of the company's sales goals and profitability

- **Establish the business as a strong quality service provider** and work towards sustained revenue growth while adhering to the company's standard credit policy
- **Initiate, develop & nurture key National and International accounts** which may include - **Overseas**
- **Brands, Distributors, Retailers, Exporters / Importers, Buying Houses, Designer Boutiques etc.**
- Drive high-speed product development (**leather bags and accessories**) and new business acquisition in different product and service verticals, such as gifting
- **Plan and execute innovative strategies for penetration of new markets**, such as combining leather with **PU, wood, steel, fabric**, etc.
- **Guiding the customer** on the most suitable options related to **design/leather/fittings/fabric** and help them making the right decisions related to **product development**.
- **Work closely with design, marketing, merchandising, production, Operational and costing teams** to ensure customer requirements are met on Time Shipment by monitor and maintain Time & Action calendar.
- Establish and maintain excellent relations with overseas buyers and create a loyal client base and deliver a **product presentation** to clients/ overseas buyers.
- Review and develop sales reports, forecasts, post-procurement analysis, merchandise mix, inventory levels for optimum growth and profit
- Track individual customers buying houses closely in order to gain a higher market share aimed towards the growth in business volumes as well as profitability and cash flow while constantly analyzing cost-effectiveness.
- Travel to various locations and **participate/attend fairs to generate business for existing and new verticals**.
- Represent company at trade fairs overseas to tap new clientele for developing business across the globe.
- **Ownership of ideas from inception to execution** - responsible for formulating Marketing Strategies including Pricing & Promotion, Sales Forecast, Customer Analysis, Budgeting & other activities related to Sales & Marketing.
- Search & Generate prospective business leads respond to queries, and acquire customers on bulk marketplaces through website, digital marketing, remarketing, trade fair exhibitor's analysis, and also from competitors' B2B portals leads
- Plan individual/team goals to achieve preset targets within time, quality, and cost parameters
- Provide direction, motivation, and training to the team and ensure optimum performance
- Cost controlling of marketing expenses.

## **Key Qualifications and Experience :**

- **Degree in Business Administration** or related field of **Merchandising, Leather, Fashion or Apparel** from [NIFT/FDDI or other reputed institutes.
- **Minimum of 4-5 years of experience** in a similar role within **the manufacturing export sector**, preferably in the **leather goods industry**.

- **Proven track record of driving revenue growth and profitability with Excellent understanding of the national and international market trends and demands for leather goods.**
- **Strong understanding of product development, product QA/ QC , merchandising, and marketing**
- Experience in managing **relationships with clients and vendors**, including negotiating prices and managing timelines.
- **Self-Reliant & Excellent Merchandising Skills, communication skills**, both written and verbal.
- Excellent leadership, Versatile, dynamic, and curious with out-of-the-box thinking.
- Strong logical, analytical, and problem-solving skills.
- **Proficient in MS Excel, MS Office, and Technical design support** with proficiency in Relevant Design & Studio software Corel Draw/Illustrator and Photoshop
- Willingness to travel.

If you are a **passionate Merchandiser** with experience in Leather Products Manufacturer & Exporter industry and possess the required skills & experience, Take the next step in your career, we encourage you to apply for this exciting opportunity for growth and development.

**Please submit your updated Resume/CV to [bhushan.khairkhar@talentcorner.in](mailto:bhushan.khairkhar@talentcorner.in)**

**For More Details (D): [9527655556](tel:9527655556) (WhatsApp Only) | Last Date of Application 1st Sept 2023. | Immediate Joiners Preferred**

## **For Details :**

[https://in.indeed.com/viewjob?jk=64321f7b5a5317c8&q=In+Leather+Technology&tk=1h938rlvqkvkt800&from=ja&alid=568576d3e4b051f14a3c076c&utm\\_campaign=job\\_alerts&utm\\_medium=email&utm\\_source=jobseeker\\_emails&rgtk=1h938rlvqkvkt800](https://in.indeed.com/viewjob?jk=64321f7b5a5317c8&q=In+Leather+Technology&tk=1h938rlvqkvkt800&from=ja&alid=568576d3e4b051f14a3c076c&utm_campaign=job_alerts&utm_medium=email&utm_source=jobseeker_emails&rgtk=1h938rlvqkvkt800)