

## Associate Merchandiser

*Los Angeles, California*

So you're a strategic thinker who has merchandising experience (and passion!), plays well with others, and likes to stick your fingers in everything product? Lets chat. In this highly collaborative role you will get to support the product team in merchandising, product management, planning, and executing from initial concept to launch. You will ensure a clear and streamlined pipeline of product information flows to cross-functional teams so that it all executes nicely straight through to the customer. Your keen understanding of assortment planning and analysis, pricing landscapes, and optimization of style performance and guest experience in store will help you kick butt in this role. You are cool with an evolving process, possess an owner mentality, and employ both creative and analytical approaches to business strategy. You are also hard-working, multitasking, driven, entrepreneurial, and fun to be around (obviously), and will be responsible for the following:

### **What you'll do:**

- Assist in refining and evolving product assortment offerings that are cohesive, achieve business objectives, and support the strategic direction of the brand;
- Analyze product SKU performance, sales trends, and customer feedback, create weekly reports and hindsighting reviews for future style developments, and identify/suggest/execute opportunities based on analysis;
- Craft seasonal and long-range assortment architecture plans looking at fabric/category contributions, considering AUC/AUR, weighted margins, holiday/peak shifts, strategic brand campaigns, etc.
- Work closely with Design and PD/Production throughout the product life-cycle, including line plans, design/color meetings, pricing targets, margin, and adhering to key dates within the development and go-to-market calendars;
- Build and maintain communication tools to effectively and accurately flow information to cross-functional teams, such as product knowledge materials, product delivery flows, new style/SKU information for system set-up, etc.;
- Spearhead website merchandising on a consistent basis to react to business trends, style performance, and inventory levels to maximize sales and conversion while protecting site aesthetic and optimizing the digital guest experience;
- Manage visual merchandising initiatives with regard to product placement in the brick & mortar stores by setting new product and re-merchandising existing product to boost inventory productivity, achieve sales targets, and level-up the customer experience—also create visual communication tools for the stores to implement and manage execution;
- Make learning about the customer and shifts in shopping behaviors a regular priority;
- Assist with meeting prep, ad hoc projects, and help the team with requests as they arise;
- Collaborate with cross-functional partners and execute day-to-day tasks as necessary to achieve common goals

### **Who you are:**

- A positive, energetic self-starter who thrives in a team environment, but also works well independently, takes initiative, and exhibits ownership;
- Strong analytical and numerical skills relating to retail math including margin, sell-through, contributions, etc.;

- OCD-level attention to detail, and exceptional organizational skills, as well as multitasking and time-management;
- Superior communication (both written and verbal), and excellent interpersonal skills;
- Goal-oriented, with a strong sense of urgency, and proven creative problem solving;
- Adaptable with the ability to manage changing work demands and tasks efficiently, and remain focused;
- Ability to foster collaborative relationships with cross-functional teams;
- Excited to contribute, add value, and join a brand who is passionate about its mission

**What you'll need:**

- 2 - 3 years of relevant experience in a merchant and/or buyer related position, ideally for a specialty brand/retailer
- Computer proficient and strong working knowledge of Excel, PowerPoint, Gmail, Google docs, and preferably an ERP/PLM system
- Website merchandising and/or store visual merchandising experience a huge plus
- Comfort and confidence presenting to groups as well as interacting with top-level management
- College degree preferred (not required)

**Who we are:**

Lunya sleepwear helps women sleep better and feel confidently comfortable.

Our small-but-mighty team is smart, creative, passionate, and entrepreneurial-minded, who meet the same superior standards we set for our products. We're a young company so nothing is above or below you. Our company culture is special and unique—you'll dig it, we promise. Plus, wouldn't you rather commute to Santa Monica instead of Downtown? Nothing against Downtown, but let's be real...

**Please send resume and cover letter to [jobs@lunya.co](mailto:jobs@lunya.co)**