



VP, MERCHANDISING

We are seeking a dynamic and visionary **VP of Merchandising** to join us in building a category-defining home furnishings brand. As our VP of Merchandising, you will lead our Design, Product Development & Merchandising teams in delivering a best-in-class product assortment that delights customers, strengthens our brand and achieves our ambitious business goals. You will collaborate across functional areas to ensure excellence in execution through every stage of a product's lifecycle. As a key member of our Leadership Team, you will have a career-defining experience shaping our culture and leading an all-star team of dreamers and believers to success.

The ideal candidate will have deep experience in the business of Product from top-tier retail brands. They will be an experienced professional with demonstrated entrepreneurial drive, exceptional managerial skills and ambition to profitably scale a rapidly growing brand. They will have a love for the home category, respect for beautifully executed product and a unique knack for leading both creative and merchandising professionals to deliver winning results.

Responsibilities

- Drive and execute Maiden Home's Product strategy, creating assortments that achieve our lofty goals for revenue, profitability, and brand
- Own the Product Development calendar, leading your team of designers and product developers to ensure products launch consistently on time
- Drive the analytics of our Merchandising efforts, ensuring we have a strong understanding of customer and purchase dynamics and use these insights to inform future Product strategy, including assortment decisions and pricing
- Instill a data-driven, ROI-centric mentality across all Product & Merchandising efforts; with a balance to exceptional creative execution
- Partner across the organization to build new supply chains and brand strategies as we diversify our category offerings
- Lead the build-out of our Product & Merchandising team, defining your organization and recruiting a team of all-stars that will shape the future of our business

Qualifications

- 8-10 years of experience in Merchandising or Product Marketing at high-growth, premium brands; strong preference for vertical brands
- 5+ years prior management and team leadership experience; expertise leading across design, product development and merchandising a plus
- A strong product sense and aesthetic with a passion for interior design and Home
- Extreme detail orientation and relentless pursuit of perfection in Product
- Superior analytical skills with natural ability to use data to tell a story
- Exceptional manager with track record of nurturing and developing great talent
- Team player with balance of entrepreneurial drive, hustle and humility – willingness to roll up sleeves and get the job done
- Outstanding personal organizational skills and relentless follow-through in a fast-paced startup environment
- A thorough appreciation for Maiden Home's brand values, key differentiators, and competitive set

Benefits

- Competitive salary plus Annual Bonus program
- Health, dental, and vision insurance, up to 100% covered by Maiden Home for an individual
- 401(k) plan offering
- Unlimited vacation
- Computer and tech setup provided
- Annual furniture allowance & company discount
- Trade discounts to most major home furnishings brands
- Strong company culture, including team events
- Maiden Home dedicated office space with open floor plan and snacks

About Maiden Home

Launched in 2017, Maiden Home has quickly become one of the fastest-growing brands in home furnishings. We are a new concept in luxury custom furniture, offering high-quality,

handcrafted pieces made by the best American craftspeople and delivered at prices and lead times unheard of in the industry.

Since inception, Maiden Home has been featured in Architectural Digest, House Beautiful, Fast Co., Forbes, Bloomberg, and more. The brand has experienced consistent triple-digit year-over-year growth, driven by our cult following of consumers and interior designers across the country. Backed and led by executives in e-commerce and retail, with growth ambitions and a customer commitment unseen in the industry, Maiden Home is on its way to forever transform furniture retail.

To apply, send your resume and cover letter to careers@maidenhome.com.