



for little citizens of the world

**Position:** Manager/Director of Merchandising (title depends on experience)

**Location:** San Francisco, CA

**Tea Collection:** Work for a fun and fast paced and growing company. We design children's fashion that is inspired by the beauty found in cultures around the world. The assortment is found in our catalog, our website and hundreds of specialty stores including Nordstrom, Bloomingdale's, and high-end boutiques.

**Job Objective:**

Merchandise product line to support business growth (both brand and financial)

**Job Overview:**

Tea Collection is a small, high growth company that requires employees at every level to not only participate in strategic decisions and process development, but also to roll up their sleeves to work on necessary day to day activities. We need someone to manage product merchandising, partnering with our design team to develop powerful and profitable product lines.

The Manager/Director of Merchandising will partner with every function of the company to be successful:

- **Design:** Partner with the VP of Design to develop product that is on brand and follows product strategy. Identifies opportunities for new products and evolution of existing line. The Manager/Director of Merchandising will invest a lot of time working with design, reviewing colors, silhouettes, and assortment.
- **Production:** Partner with production to develop inspired, high quality product with great fit and finishing, at the appropriate price and with the target margins (both initial and final margin). Partner on cost negotiations with production and purchasing team.
- **Marketing:** Partner with multichannel sales and marketing teams to ensure that product strategy message is communicated and is effective.
- **Sales and Direct-To-Consumer Teams:** Partner with sales and DTC teams for product feedback. Review product selling and trends as well as optimize online and in store merchandising to maximize sales and margin
- **Finance:** Partnering with executive team to set/meet multi-channel sales and profitability goals, including managing markdown and pricing/promotion strategy
- **Inventory Planning:** Partner with inventory planning to provide projections for purchasing.

**Reports to:** VP of Merchandising

**Direct Reports:** Merchandiser



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**Requirements:**

- 5-7 years of merchandising experience working directly with design, product development, and design
- Must “get” the Tea brand, product, and customer intuitively
- Children’s apparel merchandising experience required
- Catalog experience is ideal, but not necessary
- Must thrive in entrepreneurial environment
- Must be enthusiastic about taking responsibility for a design-driven company’s product strategy and assortment development

**Compensation:** Commensurate with experience level of candidate. This is a full time, salaried position with medical benefits, paid vacation and many extras.

**Details:** Overseas travel required as needed. The position is available immediately. Send resume, cover letter, and compensation requirements to [jobs@teacollection.com](mailto:jobs@teacollection.com). Phone interviews will be followed by in person interviews.

**To Apply:** Please send cover letter and resume to [jobs@teacollection.com](mailto:jobs@teacollection.com).