



**Position Title:** Merchandiser, Boy  
**Department:** Merchandising  
**FLSA Status:** Exempt, Full Time

**Expectations for All Employees:**

Supports the organization's mission, vision, and values by exhibiting the following behaviors: excellence and competence, collaboration, innovation, respect, personalization, commitment to our community, and accountability and ownership.

**Job Overview:**

The Merchandiser over the Boy business reports into the Head of Merchandising. This person leads the team in bringing to market the Tea product line from concept & development through sell in/through to achieve sales targets, IMU and GM goals. Contribute to the success of the brand by building and implementing seasonal product line strategies in step with Tea's overall brand goals.

- Develops seasonal Line Strategies; big ideas, monthly flow, SKU management, pricing, promotion and placement across channels
- Leads team in adoption activities:
  - partners with design in development to ensure adoption of market leading product
  - negotiates costing with production
  - build/ranks buys with planning
  - presents to cross-functional team
  - Owns line management execution
- Drives results by ensuring seasonal merchandising vision is brought to life throughout product pipeline
- Manages lifecycle activities in adherence to the Go To Market Calendar
- Sets product positioning & placement on [teacollection.com](http://teacollection.com) & catalog pagination (Ensures key programs are supported and vision is realized)
- Builds boutique packages & directs on floor placement/flow
- Maintains a strong perspective on competitive landscape via Wholesale and DTC/Catalog to inform key ideas, promotional strategies and assortments
- Develops and fosters effective working relationships with members of cross-functional teams (Design, Production, Planning, and Distribution)
- Working knowledge of systems reporting via Blue Cherry, Pivotlink
- Actively pulls and interprets analytics at pace with workflow

**Qualifications:**

- Must have minimum BA degree
- Five+ of experience in the apparel industry
- Strong working knowledge of apparel merchandising, with an eye for visual merchandising
- Detail orientation and ability to prioritize and able to work under pressure with multiple deadlines
- Proficiency in Microsoft Office, and strong analytical skills
- Entrepreneurial spirit and flexibility to thrive in a very dynamic environment