

Director of Merchandising, Appliances Mega Group Inc. – Boucherville office

Are you ready to be a part of something bigger? As one of Canada's Best Managed Companies, Mega Group values the talents and abilities of our employees and seeks to foster an open, cooperative, and flexible environment in which employees can thrive. Being a proudly Canadian company means we're always looking for smart, enthusiastic, and passionate team members who reflect the communities we serve. Join our team today and take pride in helping our neighbours turn their businesses into success.

Make an impact with our Merchandising team as the **Director of Merchandising, Appliances** in our **Boucherville** office.

What you will do:

- **Member and Supplier Relations**
 - Enhance programs and products for Retail Systems (Merchandising, Marketing and BrandSource) within their product category.
 - Manage the appliances merchandising team.
 - Encourage active feedback and solicit input in the performance of their role.
 - Establish a structured process to engage suppliers in the planning and implementation of successful merchandising programs.
 - Work to ensure operational efficiencies are identified and established.
 - Monitor competitive activity providing regular summaries of the findings.
 - Develop advertising and promotional events aligned with BrandSource marketing pillars.
- **Merchandising**
 - Recommend new products, suppliers and operational enhancements.
 - Develop and implement Appliance Retail Systems Merchandising plans.
 - Ensure visibility to retailers through visits, shows, meetings, and all aspects of communications.
 - Develop innovative merchandising programs for a competitive advantage.
 - Identify and promote profit producing methods and opportunities for members.
 - Initiate and co-ordinate special group purchasing by Retail Systems members.
 - Co-ordinate and assist in developing successful product shows and meetings.
 - Directly responsible for product selection for programs within Retail Systems.
 - Develop a multi-branded Retail System (52 week) promotional calendar.
 - In conjunction with the Advertising Department and the annual Retail System advertising plan, develop appropriate advertising vehicles for their product category.
 - Ensure that all supporting information (member bulletins, retail price, merchandise structure, financial support from suppliers, appropriate product content) is available in good time.
 - Initiate the formulation of specific merchandising line-ups for Retail Systems display floors.
 - Develop and maintain merchandise information required for Retail Systems POS database.

- **Communications**

- Ensure advance information on programs for stakeholders.
- Respond to member/supplier inquiries and manage communication criteria.
- Create, develop and manage programs in conjunction with input from steering committees.
- Develop member bulletins and/or communications criteria for their product category.
- Encourage and is sensitive to member input on product, programs, etc.
- Solicit input through conference calls, member resource groups and regional meetings.
- Publish updated supplier event Retail Systems calendars.
- Collaborate for overall company success.
- Identify and recommend special new profit opportunities.
- Establish and review goals for the merchandising team.
- Plan and budget departmental travel and associated costs.
- Operate within established budgets and procedures.
- Actively searches for industry information that will illustrate company and member performance.
- Up to 25% travel required.

Who you offer:

- Bachelor's Degree or College Diploma in a business-related field.
- Fluently bilingual (French and English) with excellent communication skills.
- 5-7 years of sales or marketing leadership experience within an appliance or similar consumer goods organization involving customer-facing relationships.
- Retail operation experience in merchandising, marketing, or purchasing.
- Successful promotional planning and advertising experience in traditional and digital media.
- Ability to build strong relationships with internal and external partners.
- A passion for driving profitable revenue growth within a national retail organization.

What we offer:

- Health and Dental coverage
- Health Care Spending Account
- Lifestyle Account
- Gainshare
- RRSP Plan
- Employee Assistance Program
- Social and charity committees
- Hybrid work possibilities
- Healthy work-life balance
- Positive company culture
- Training and development opportunities
- The personal fulfillment of supporting local businesses.



Who we are:

Making independent retailers stronger is not just a tagline, it is our entire reason for being. For more than 55 years, Mega Group has provided a competitive edge to like-minded Canadian independent home goods retailers by providing programs and services that save them time and money. Entirely member-owned, Mega Group provides the combined expertise and scale in the areas of Retail financial support, Digital business, and Business Fundamentals that our members cannot easily access or afford on their own.

Want to learn more? Check out our [website](#) and follow us on [Facebook](#).

Our goal is to support local businesses. We believe the best way to do that is by building a team with various backgrounds, cultures, and perspectives to help make our vision a reality. Diversity and inclusion fuel our innovative solutions and unite us with our members and the communities we serve. We have a nationwide, multicultural, and diverse member base - we want to reflect that inside our walls.