

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 a **Merchandising Manager - Furniture** in our **Boucherville** office.

What you will do:

- **Merchandising Strategy:**
 - Develop and implement furniture assortment strategies to align with market trends, consumer demand, and business goals.
 - Evaluate vendor proposals and put forward recommendations to optimize cost, quality, and exclusivity.
 - Monitor competitor offerings and adjust merchandising strategies to maintain competitive positioning.
 - Lead special group purchases and exclusive offers, ensuring alignment with merchandising strategies.
 - Conduct market research to identify emerging furniture trends and capitalize on opportunities.
 - Support cohesive digital merchandising across the home page, landing pages, and product catalogue, and act as the designated backup for coordinating with stores and the Web Services (AVB) team to align digital and in-store merchandising.
- **Vendor & Supplier Management:**
 - Build and maintain strong relationships with furniture vendors and manufacturers to secure the best products and pricing.
 - Collaborate with suppliers to ensure timely product launches, special purchases, and promotional offers.
 - Oversee the promotional calendar and coordinate with key participating vendors to ensure competitive promotions for all events.
- **Sales Performance & Data Analysis:**
 - Analyze sales performance and category metrics to identify growth opportunities.
 - Use data insights to optimize pricing and product positioning.
 - Review and analyze KPIs of merchandising programs, customer behaviour, and sales performance, providing recommendations for improvement.
 - Operate within established budgets and procedures, ensuring financial efficiency in all projects.
- **Cross-Functional Collaboration & Marketing Alignment:**
 - Work closely with the Marketing team to support promotions, advertising, and seasonal campaigns for furniture.
 - Plan and implement exclusive furniture marketing programs that align with BrandSource Business Group initiatives.
 - Participate in BrandSource committees, supporting key organizational initiatives.

What you offer:

- 3-5 years of experience in merchandising, retail buying, or product assortment management.
- Experience working within furniture retail, wholesale, or manufacturing is considered an asset.
- Proficiency (written and oral) in both English and French is required, as this position requires regular communication with English-speaking employees, members, and suppliers across Canada and the United States.
- Proven ability to develop vendor relationships and negotiate supplier agreements.
- Experience working with digital marketing tools, analytics platforms, and e-commerce systems is considered an asset.
- Strong analytical skills to interpret sales data, industry metrics, and market trends.
- Experience in category management, pricing optimization, and product lifecycle planning.
- Excellent communication and leadership abilities, with a cross-functional approach.
- Travel as required (3-4 times a year).

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 60 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.