



A **SALSA** é uma empresa Portuguesa líder no sector de *Retail & Fashion Industry* com uma Marca Internacional de *Jeanswear* e acessórios para Homem e Senhora com vendas efetivas ao consumidor superiores a 200M€ em mais de 35 países. Para assegurar a estratégia de crescimento e internacionalização, pretendemos selecionar para a sede da empresa em Vila Nova de Famalicão:

## **Commercial Product Manager - opportunity to work with the product in the fashion area with great impact on the business.**

### **Introduction**

- ✓ If you like fashion, direct contact with the product, understand what sell's or not, what can be improved and what can be done differently, then this is the challenge you are looking for.
- ✓ Being a product manager means being the owner of a mini business. It means having a budget to manage, invest and bet on certain products which means the loss of others, keep track of the business and react, always with the objective of maximizing revenue with the least possible resources.

### **Benefits**

**Area of Activity:** you will be able to work in a fashion business where there are new things every day. You are challenged to think how to market the product on the web channel, in addition to retail stores, in different channels and geographies, which forces you to reflect differently.

**Brand:** opportunity to work with a brand that has a differentiating product and with enormous potential growth, which means that you can grow as a professional and the company can grow with you as well.

**Function:** this job is very challenging because it directly affects the business and has results implications. You could be responsible for a category that moves millions of euros. When working with the company's core business, it gives you a lot of responsibility and greater visibility.

**Development Opportunity:** as you work directly with design, production, sourcing, you can understand better what each of these areas does, and gives you a more global view of the company and help you to unlock problems.

**Work Environment:** despite the dimension, there is a dynamic and complicity familiar relationship. People make you feel good, they are friendly, they welcome you and integrate well. There are moments of sharing, it is very rich. Everyone adds. When someone new enters, they always learn a lot from each other.

### **Profile Requirements:**

To triumph on this job you will have to fulfil the skills below:

- ✓ Great analytical skills in terms of results interpretation and high commercial sense and taste for fashion. It will not be a function in which you will dedicate many hours to make analyzes, it will be a function in which you will dedicate many hours to look at the numbers and to conclude, to see trends, to predict, to try to understand what the numbers are saying and the other part equally or even more predominantly that is the part of knowledge, taste and interest in fashion and retail business;
- ✓ Degree in the areas of Management, Economics, Marketing, Engineering, or similar (preferably);
- ✓ Minimum professional experience of 2 years in similar positions, preferably in fashion in the retail sector;
- ✓ Excellent planning, peripheral vision, decision making and priority management skills;
- ✓ Ease of interpersonal relationships, good communication skills, influence and persuasion and strong results orientation;

- ✓ Excellent organizational skills, dynamism and initiative;
- ✓ Ability to work independently, effectively and efficiently;
- ✓ High sense of responsibility and autonomy;
- ✓ Good knowledge of MS Office tools, with Excel skills;
- ✓ Knowledge of Business Intelligence tools will be valued;
- ✓ Good knowledge of English, both spoken and written, with the knowledge of another language will be valued;
- ✓ Availability to travel.

### **Responsibilities and Opportunities**

You will integrate the Product area and report directly to the Product Management Director, in close collaboration with the various internal areas of the company (R&D, Sourcing, Sales and Marketing) will have the following main Responsibilities:

- ✓ Develop the product matrix, defining the structure for each product category (references, target, prices) in order to adapt the collections to the various sales channels and ensure the strategic positioning of the brand;
- ✓ Define the pricing and promotion strategy of the collections for the various points of sale and profitability of each product;
- ✓ Monitor and analyze trends in the fashion market, competitors and consumer behavior;
- ✓ Coordinate the processes of development, launch and growth of textile clothing products, establishing solid and trusting relationships with partners involved in the process;
- ✓ Provide the quantitative and qualitative inputs necessary for the development of the collections;
- ✓ Ensure the planning of purchases according to sales forecasts and product needs in terms of stocks;
- ✓ Analyze sales by product, with a view to making decisions according to their performance.

**If you can see enthusiasm in the numbers in order to respond as quickly as possible to the market, and also you are curious and want to join a company that is constantly growing, then send us your application by clicking on the following link <https://app.jobvite.com/?cj=oVcocfwr&s=Universidades>**