



Mexico Foods, LLC dba El Rancho Corp. seeks Merchandising Managers in Addison, TX.

Assist and support the Grocery Department by directing retail operations, promotions for center store merchandising. Ensure the department merchandising plans, programs, strategic initiatives, and campaigns achieve budgeted sales, margin, private brand penetration, overall satisfaction (OSAT) and associate satisfaction objectives. Manage the center store merchandising operations and promotions to achieve budgeted sales and profit targets for retail. Responsible for P&L management. Develop department objectives and monitor the budgeted objectives for department sales and profits utilizing fair share trends from global marketing research reports, profitability scorecards and profit and loss statements; ensure the merchandising programs, initiatives and campaigns achieve budgeted sales and gross profit objectives. Responsible for the training, development, and growth of the purchasing & merchandizing department leadership. Oversee the analysis of financial data to accurately plan, budget, and forecast promotions, and post-promotion analysis to measure program effectiveness and recommend changes for future execution of plans accordingly. Develop quantifiable strategies for private brand growth and profitability and work with private labels to increase sales. Analyze retail and industry trends and competitive factors on a global scale and provide strategies to align with industry trends and department objectives. Maintain effective working relationships both internally and externally (i.e., cross-functional business partners, vendors, customers) and develop collaborative efforts for increased market share, customer loyalty and profitability. Identify opportunities and recommend process improvements to enhance merchandising plans and work cross-functionally (i.e., Distribution, Shelf Technology, IT, Pricing, Accounting, Procurement, etc.) to implement improvements to meet company goals and objectives. Ensure that federal and state regulations and company standards are met for product freshness and food safety. Maintain current knowledge of industry trends and best Merchandising practices. Make recommendations to improve current programs and processes. Oversee 13 Schematic Specialists.

Requires a Bachelor's Degree in Business Administration, Finance, Marketing, or a related field and 2 years of retail experience; and Merchandising and Procurement of retail grocery products from the U.S. and Mexico. Spanish language proficiency required.

Must also have authority to work permanently in the U.S. Applicants who are interested in this position may apply at www.jobpostingtoday.com (Ref # 13179) for consideration.
