



WE NEED YOU

WE'RE LOOKING FOR

JUNIOR GO TO MARKET MANAGER

LOCATION:

Chertsey

WORKING HOURS:

Monday – Friday, 37.5hr a week

SALARY:

£31,500 per annum

OTHER BENEFITS:

10% Bonus, Life Assurance, PerkBox Discounts, Aviva Pension, Samsung Discounts, Company Sick Pay, Death in Service

CONTACT TYPE:

Permanent

REPORTING IN TO:

Go To Market Manager

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MANAGER**

WE'RE LOOKING FOR AN ENTHUSIASTIC AND PASSIONATE PERSON

The purpose of this role is to support the implementation of Samsung's product launch plans into retail stores, on time and within budget.

This role involves collaborating with various departments, monitoring sales and redemption performance, addressing operational issues, finding effective solutions, and supporting the retail team to achieve their KPIs and Objectives.

You will be a key contributor to maximise sales opportunities and enhancing the overall retail experience for customers at store level.

This position would suit candidates who are enthusiastic and passionate about new technology, who understand the retail environment, who can work to an exceptionally high standard in a fast-paced environment, and are process driven to achieve success.

We are looking for flexible individuals as working hours may vary occasionally. This is a challenging and exciting role where there is an excellent opportunity for progression.

TO MAKE A REAL DIFFERENCE IN THESE AREAS

RETAIL STRATEGY AND PLANNING

- Assisting the Go-To-Market Manager with the implementation of retail strategies and plans
- Coordinating with various departments to ensure all activation processes are followed
- Collaborating with vendors and suppliers to optimize the merchandising principles
- Contributing to the development of post-implementation reports and presentations for management
- Supporting the GTM Manager to track the budget being spent on key activities

IN-STORE EXECUTION AND MERCHANDISING

- Planning and executing rollouts in stores to ensure that new products are merchandised in the correct locations and in the hero positions
- Conducting regular store visits and building relationships with retail field teams, keeping the customer at the heart of all decisions
- Ownership of the related field team communications via the online platform to relay important rollout updates
- Awareness of upcoming associated promotions and ensuring alignment with the promotions manager to execute within stores
- Creation & implementation of the associated digital assets related to owned product launches
- Collaboration with HQ contacts to manage the visual merchandising display process for all Smartphone flagship launches
- Gain an understanding of Samsung retail modes to allow for testing prior to device rework

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- Working with the Merchandising Manager within the team to build the planograms for new product launches based on what each channel is going to range in-store
- Ownership of the security testing process for new product launches, managing security agencies & the logging of the statuses per channel

SUPPLY CHAIN COORDINATION

- Working with the Supply Chain team and Demand Planning team to forecast the devices and understand when these will arrive at the UK

CROSS-FUNCTIONAL SUPPORT

- Providing support to the GTM Manager by addressing operational issues and finding appropriate solutions
- Working closely with the product lead within Samsung's brand team to find opportunities to use assets in stores executions

OUR IDEAL PERSON & THE ESSENTIALS WE'RE AFTER

- You'll have an excellent eye for detail
- You'll have relationship building skills
- You're a team player
- You'll adhere to company and client policies, procedures, and compliance
- You'll be planning and prioritising own time efficiently and effectively
- You'll have strong IT Skills (Excel & PowerPoint are essential)
- You'll have good inter-personal and communication skills
- You're hands-on and have a proactive approach
- You'll be self-sufficient and able to work under pressure
- You'll be flexible and adaptable with ability to work in diverse cultural environments
- You're enthusiastic and passionate about retail
- You'll have the ability to work to tight deadlines in a fast-paced environment
- You'll consider the customer
- You can communicate effectively
- You'll have a high level of personal organisation and time management
- You'll work collaboratively towards a common purpose

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Our ETHIC values are at the core of everything we do, the way we think, the approach we take. These five values are qualities we look for in every single member of the Blue Square team.

