



WE NEED YOU

WE'RE LOOKING FOR

JUNIOR GO TO MARKET MANAGER

LOCATION:

Chertsey and Home working

WORKING HOURS:

Monday – Friday, 37.5hr a week

SALARY:

Up to £31,500 per annum

OTHER BENEFITS:

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

CONTACT TYPE:

Permanent

REPORTING IN TO:

Go To Market Manager

Samsung
**JUNIOR GO TO
MARKET
MANAGER**

WE'RE LOOKING FOR AN ENTHUSIASTIC AND PASSIONATE PERSON

The purpose of this role is to support the implementation of Samsung's promotion 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 promotion 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 promotions in stores and ensuring that they are merchandised in the correct locations
- 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 promotion launches and ensuring alignment with the lead product manager to execute within stores
- Responsible for utilizing each appropriate touchpoint within the estate, which may include RMS, Digital Screens, Printed collateral or any, Prop mechanics.
- Collaboration with brand team/channel leads to create & adapt the promotional assets
- Working with the Merchandising Manager within the team to build the planograms for new promotion launches based on what execution for each channel consists of
- Lead agencies to successfully deliver promotions through detailed briefs & meeting cadences.

Samsung
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- Execution of promotions within retail on time & within budget
- Produce clear promotional execution timelines and communicate these to key stakeholders.
- Lead agencies to successfully deliver promotions through detailed briefs & meeting cadences.

CROSS-FUNCTIONAL SUPPORT

- Providing support to the GTM Manager by addressing operational issues and finding appropriate solutions
- Working closely with MX Operations on a regular basis to ensure alignment between promotion calendar and deployment of digital execution

**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 considers 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

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.

