



Human Resources
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Buyer

We have a fantastic opportunity for a Buyer within our Merchandising department. In this role you will develop merchandise plans and buying strategies. Analyze historical information, system reports, anticipated and current sales trends, and department budgets to develop merchandise assortment plans that are in line with company budget and strategies. Accountable for achieving or exceeding budgeted sales, margin and service level goals, and for ensuring inventory levels remain optimized as directed by management. Negotiate costs and delivery to best meet customer and business goals. Other responsibilities include:

- Selects vendors and items based on research and business trends in order to maximize profitability for assigned categories.
- Manages the profitability and implements the strategic direction of all assigned categories including sales, margin, turnover, gross margin return on investment (GMROI), and provides input on inventory.
- Maintains and communicates awareness of product trends by visiting competitors, suppliers, tradeshow, and vendor fairs.
- Reviews competitor's catalogs, websites and promotions.
- Deliver the budgeted seasonal sales, margin, inventory turns and fill rate through analysis and negotiation
- Translate current and future trends into products that are competitive and meaningful to the Sportsman's Guide customer.
- The ideal candidate for the buyer position is astute, analytical, creative and a skilled negotiator.

Minimum Education, Experience and Knowledge:

- Bachelor degree in merchandising, general business, or related field.
- At least 2 years of experience in Product Development, Buying, or Inventory Planning.
- Ability to effectively balance your creative talent to develop/find products with the business acumen to properly manage your categories financial performance
- Excellent organizational skills, ability to prioritize and meet deadlines
- Entrepreneurial work style, willing to go above and beyond and work outside of defined essential functions
- Proven track record of working collaboratively across functional areas
- An understanding of the direct to consumer marketplace preferably with eCommerce experience
- Familiarity with market research, data analysis and forecasting
- Excellent interpersonal, written, and oral communication skills
- Ability to travel domestically and internationally
- Knowledge of Outdoor Sporting Goods products and industry a plus
- Solid knowledge of MS Office

The Sportsman's Guide offers an excellent compensation/benefits package; including medical, dental, 401(k) and fantastic merchandise discounts. Please email your resume along with salary requirements to hr@sportsmansguide.com.

SPORTSMAN'S GUIDE CORE VALUES Hungry for Growth • Prudent Risk Taker • Can-Do Resourceful Spirit • Embrace Fun • Respect the Individual • Open to Change