

Allocation Replenishment Analyst

Sears Canada Inc.

Company Introduction

Sears Canada Inc. offers Canadian consumers a diverse array of shopping options, with department and specialty stores, Canada's most extensive general merchandise catalogue, a comprehensive website, and a broad range of home-related services.

95 department stores across the country offer a broad range of merchandise from apparel and home fashions to appliances. 29 free-standing Sears Home stores offer one of Canada's broadest assortments specializing in home furnishings, major appliances and home electronics. 16 Outlet stores sell surplus merchandise. 71 locally-owned Hometown Dealer Stores in smaller communities offer major appliances, home electronics, lawn and garden and some also display home furnishings. Central administration is located in the Sears Canada Head Office at 290 Yonge Street, Suite 700 in Toronto. Buying for the Company is centralized in the Head Office.

Purpose of Job

The Inside Business Development Manager (IBDM) is responsible for closing new Small Responsible for the allocation and replenishment of merchandise in line with inventory productivity and customer service goals, the optimization of inventory by location. Monitor and manage inventory flow and quality. Provide advertising in-stocks. Collaborate with suppliers and others on the Merchandising and Planning teams to ensure inventory needs are met. Drives the necessary analytics and process improvements that delivery both sales and goals.

Major Responsibilities

- Follow appropriate allocation and replenishment models for inventory placement, (eg. SAMS, RIM/E3, DOS) to achieve customer service and inventory productivity goals. Select appropriate replenishment and allocation strategies to reduce supply chain inventory, and ensure in-stock.
- Collaborate with suppliers and team members to ensure preplanning activities related to inventory needs are completed, by developing/implementing coverage direction for each supplier. Ensure allocation strategies are in alignment with top level financial plans and sales.
- Analyze current and historical inventory and sales performance, and make appropriate





recommendations by identifying and adjusting replenishments factors such as, min. presentation quantities, min /max to maximize turnover/customer service. Execute initiatives to address in-season inventory flow and quality.

- Monitor and maintain the integrity of inventory databases on a regular basis. This includes providing accurate information on merchandise availability dates quantities, DOS reservation codes, status codes, review methods and schedules.
- In conjunction with the Retail Marketing Manager and the Buyers/Planners, ensure promotional readiness and in-stock of key items. Follow up with opportunities for future events and conduct post-mortem analysis.
- Provide direction and guidance to Suppliers with regards to the 'Sears Way'. Support data collaboration by coaching suppliers on the utilization of the Supplier web site for inventory forecasts, marketing dates and sales data.
- Participate in corporate initiatives to address inventory flow and quality, as required.
- Collaborate with peers to ensure consistency of information, share best practices and develop/expand systems knowledge.
- In conjunction with the Planning Team, ensure the successful creation, maintenance and execution of store groupings.
- Adapt inventory levels and flow, relative to the appropriate space (capacity), trigger product flow from DC to stores.
- Identify and action supply constraints; based on current trends and inventory needs.
- Work in compliance with all laws and regulations and attend or complete all required health and safety
- Training, report all accidents and take every precaution reasonable to ensure personal safety and the safety of others and perform other duties as required.

Qualifications:

- Two year community college
- 12 Months of Merchandise Flow Coordinator experience
- 12 months of Buying Business Associate experience



- Systems knowledge, including SAMS, RIM, DOS, SMART
- Ability to research, analyze data and formulate key recommendations, analytical skills
- Knowledge of production planning process
- Demonstrated oral/written communication skills
- Ability to meet deadlines and detail/production oriented
- Demonstrated organizational skills
- Ability to build/improve processes and operate clearly in an ambiguous environment
- Excellent team-work and communication skills with the ability to build productive cross-functional relationships quickly
- Exhibits high standards and accountability, takes pride in accuracy.

Job Type: Full Time

Resume can be sent to jhowlan@sears.ca

