

Nature and Scope of Position:

The Franchise Group Director of Closeout Purchasing is responsible for sourcing, negotiating, analyzing, purchasing and management of closeout durable home goods for multiple retail formats. You will also be responsible for understanding the target customer in each retail format, adjusting purchases as needed, and for keeping current with industry trends. Franchise Group's brands include The Vitamin Shoppe, Sears Outlet (soon to be rebranded), Liberty Tax, Buddy's Home Furnishings and American Freight (pending).

Key Responsibilities:

- Management of durable home goods closeout purchases that meet or exceed goals for sales, inventory turns, GMROI, sell through and gross profit
- Negotiate pricing and payment terms that meet or exceed goal, including base purchase price, freight expense, returns/damage allowances, gross profit
- Vendor contracts/UTC/supply agreement execution
- Vendor setup, item creation/maintenance, EDI certification, online enrichment
- Inventory management including open to buy, inventory turns, sell through
- Development of pricing strategies to optimize sales and margins, including the use of online price scrapes / web crawls
- Develop merchandising strategies for each format to optimize sales and margins
- Participate in cross-functional team meetings
- Collaborate with at all levels within the organization to achieve joint goals and objectives
- Develop marketing strategies to support the sale of closeout product purchases
- Relationship management with each vendor, single point of contact

Job Requirements:

- Proficient in Microsoft Excel, PowerPoint and Word
- Financial analysis skills
- Basic accounting principles
- Data management
- Excellent negotiation skills
- Proficient category management experience
- Development of category marketing plans
- Inventory management
- Import purchasing

Job Preferences:

- Based in Orlando, FL, Boston, MA, or New York, NY
- Bachelor's degree or higher in business or related field or an equivalent combination of education and experience sufficient to successfully perform the key responsibilities and requirements of the job
- 5-10 years of progressive experience
- Retail, quick service, hospitality and/or service franchise sales experience/background preferred

Other Personal Characteristics:

- Competitive, self-motivated, and resourceful
- Genuine, open and a good listener. One who seeks input and values the insights and contributions of all colleagues
- Disciplined, organized and direct

What we Offer:

- Competitive salary and bonus
- Benefit plans - health/dental/vision insurance, 401(k) plan
- Life insurance, short and long-term disability
- Paid time off
- Paid holidays

About Franchise Group

Franchise Group, Inc. (NASDAQ: FRG) is an operator of franchised and franchisable businesses and uses its operating expertise to drive cost efficiencies and grow its brands. Franchise Group's business lines include Liberty Tax Service, Buddy's Home Furnishings, Sears Outlet and The Vitamin Shoppe. On a combined basis, Franchise Group operates over 4,300 locations predominantly located in the U.S. and Canada through company-run and franchising agreements. For more information visit franchisegrp.com.

Equal Opportunity Policy

Franchise Group, Inc. is an equal opportunity employer. We respect diversity and accordingly are an equal opportunity employer that does not discriminate on the basis of race, color, creed, religion, national origin, ancestry, citizenship status, age, sex, gender, gender identity or expression (including transgender status), sexual orientation, marital status, veteran status, physical or mental disability, genetic information, or any other characteristic protected by applicable federal, state or local laws. Our management is dedicated to ensuring the fulfillment of this policy with respect to hiring, placement, promotion, transfer, demotion, layoff, separation, recruitment, pay and other forms of compensation, access to facilities and programs, training and general treatment during employment.

Apply by Contacting:

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