

# Senior Vendor Manager, Pet Food & Healthcare Products

## ABOUT KOKOBA

Kokoba is a privately owned international pet food and pet supplies online retailer based in Clerkenwell, London. Currently a £20M revenue business we are now embarking on an ambitious transformation programme to become Europe's Leading Dog and Cat Wellbeing Business, and will grow the business to over £100M in the next five years. The business is under new leadership and we are looking for a number of talented individuals to join us and rapidly scale our future.

Kokoba currently trades under three different brand fascia (Pet-Supermarket, MedicAnimal and PetMeds) and in five countries UK, Fr, De, NL, AT. The UK business represents c.50% of the company's revenue. Over the coming year we will launch a new exciting brand experience and will then consolidate our existing brands into that one brand.

Kokoba presents a great opportunity for people who are excited by the challenge of building and scaling a new business proposition. We are a relatively small, but growing team (currently 35) and everyone has the opportunity to significantly influence the direction and growth of the business. No matter what your role in the organisation, you are expected to look for opportunities to improve the business and to drive this business change.

## ABOUT THE ROLE

Working directly for the Buying and Merchandising Director, the Senior Vendor Manager will be accountable for all aspects of range and supplier management for our key categories. A key part of our transformation programme is range expansion, you will be responsible for developing the ranging strategy, sourcing the products, negotiating terms and managing the listing of the lines onto the site. You will work alongside Site Merchandising and In-Stock Management to ensure great on-site execution. In addition to range expansion you will be accountable for all elements of trading your ranges.

You will be responsible for both third party brand management and for growing our own brand range & revenue, working with our Chief Veterinary Officer who is developing the product formulations.

## ACCOUNTABILITIES

- Range strategy and range development
  - Product selection
  - Supplier selection
  - Negotiation
  - Management of product listing and set up
- Category revenue & margin delivery
- Key supplier relationship management
- Launching own brands and growing own brand participation

## PREVIOUS EXPERIENCE

- Retail buying & range development
- Worked in an ecommerce environment
- Negotiations with third parties

## SKILLS & TRAITS REQUIRED

- Strong communication skills
- Numerate & analytical
- Hands on approach
- Passionate about delivering a great customer experience
- Educated to degree level or higher
- Excited by the prospect of building a world class business

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- Good systems skills, excel, online reporting systems etc...

### KEY ATTRIBUTES FOR SUCCESS AT KOKOBA

- Can do attitude, roll up your sleeves and get things done
- Inquisitive by nature, enjoy learning and developing
- Listen to others and challenge others respectfully
- Fact based, data driven approach
- Enjoy working in a fast paced environment
- Humility, admit and learn from mistakes
- Enjoy working as part of a team
- Upbeat & positive – see challenges as opportunities
- Passion for pets

The right candidate will receive a competitive salary and benefits package as well as the opportunity to join a successful ecommerce company during an exciting stage of growth.