



SENIOR VENDOR MANAGER

ABOUT PAWS HOLDINGS

Paws Holdings is a privately owned international pet food and pet supplies online retailer based in Clerkenwell, London. Currently a £50M 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.

Paws Holdings currently trades under four different brand fascia (Fetch, 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.

Paws Holdings 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 45) 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

The role of the Senior Vendor Manager is to deliver the right products, at the right price and with the right commercial returns to ensure that we fulfil our promise to our Pet Parents. You will manage product categories and brands, maximising product revenue and profit by optimising pricing, managing the product range, trading our websites, negotiating commercial trading terms and managing supplier relationships. You will develop and launch new products, product categories and brands to meet our Pet Parents' evolving needs.

Working collaboratively with colleagues from other teams, you will play a leadership role in the business, creating a vision for your categories/brands and bringing people together to do the work of ensuring that the strategy and plans supporting your vision come to life and are executed flawlessly.

Joining Paws Holdings 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 where everyone is given the opportunity to influence and shape the direction and growth of the business.

KEY ACCOUNTABILITIES

- Managing and trading product categories to
- Performance analysis and reporting to drive decision making
- Range development - Sourcing new products and signing up new suppliers
- Managing supplier relationships and negotiating commercial terms/cost pricing
- Managing and implementing our retail and promotional pricing
- Monitoring and responding to competitor and market pricing to ensure that we maintain our value position with customers
- Price matching competitors and managing regular pricing and margin reviews
- Trading Paws Holdings websites to maximise revenue, margin and contribution without damaging the customer experience
- Optimising trading for both short-term and long-term benefit
- Day to day commercial trading & margin management
- Sales and margin planning and forecasting
- Negotiating and agreeing promotions and promotional funding with suppliers
- Review, negotiate and where appropriate, sign of supplier cost price increases/reductions

PREVIOUS EXPERIENCE

- Category or product management
- Retail buying and merchandising experience
- Online trading and merchandising experience



SENIOR VENDOR MANAGER

- Sales and margin planning and forecasting
- New product development
- Own brand development

SKILLS & TRAITS REQUIRED

- Strong communication skills
- Commercial negotiation skills
- Strong analytical capability
- Results driven
- Strong interpersonal skills

KEY ATTRIBUTES FOR SUCCESS AT PAWS HOLDINGS

- 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.