

## **We're Hiring! Action Sports Buyer (Snow)**

### **Who are we?**

Internet Fusion Group is a global E-commerce niche retailer with a rich mix of technology, creativity and innovation. Through an unwavering focus on service, simplicity, and sustainability we provide market leading retail experiences in specialist markets.

One of our specialist e-commerce sites is Surfdome, an industry leading ecom site with the best brands, product ranges, marketing and sustainable values across Snow, Surf, Skate, and Outdoors. Priding itself of having the top brands along with the most innovative website and functionality its unrivalled within the action sports industry.

Within the group we also have a globally recognised media publications in Whitelines, Mpora and Outdoor Magic. Offering the consumer and brands the complete retail/ marketing eco system which is completely unique within the industry. At the heart of everything we do within IFG is sustainability, it forms the cornerstone of every decision and truly is industry leading whether it's our state-of-the-art warehouse or our partnerships with charities like POW or 2minutefoundation.

### **Could this be the job for you?**

This exciting and diverse role is a fantastic opportunity for someone to shape the future of the snow sports division at IFG. Working alongside trade, marketing and CX to deliver positive growth along with a best-in-class selection of the top brands and products within the market.

This could be the job for you if...

- You love the buzz of a dynamic and fast-paced environment and are excited by the prospect of doing a job where you can really see the impact you're making.
- You're passionate about snowboarding and skiing with a keen eye for the latest and greatest trends, products and brands.
- You've worked within the action sport industry and have experience in buying, trading and love that you can combine your passions with your job.
- You able to adapt and think on your feet in an ever-evolving dynamic environment.

### **As an Action Sports Buyer (Snow) you'll be a success if...**

- You think and act strategically, delivering top line revenue growth, hitting forecasted margins along with expanding into new territories, categories and brand portfolios
- You build strong relationships with the brands ensuring the sustainable growth and development of the categories.
- You build strong relationships internally supporting the trading and marketing teams to drive sales and deliver marketing campaigns.

- You work closely with our Media company to assist in delivering marketing pieces like the Whitelines 100

### **What you'll bring...**

#### *The good stuff...*

- Ability to effectively manage key snow brand accounts.
- Proven record in building strong brand relationships.
- Knowledge in planning and trading documents
- Excellent communication skills with both internal and external stakeholders.
- Great organisation skills.
- Previous managerial experience
- Ability to self-direct with a high level of initiative
- Strong analytical & negotiation skills.
- The ability to recognise future trends.
- Excellent commercial awareness.
- Excellent presentation skills.

#### *The great stuff...*

- Previous experience in an E-Commerce environment.
- High level knowledge of sales data
- Knowledge of snow sports industry & marketplace.
- A personal interest in all things snow
- Expert knowledge of action sports brands and products.
- High level of experience in excel

### **A note from the hiring manager...**

*"Here at IFG we are looking for a dynamic forward-thinking individual to join our industry leading buying team. This role is a fantastic cocktail of work and play, delivering forecasts, hitting sales numbers but doing it with the brands and product you are passionate about. With regular trips to resorts, events, shows and buys this is a dream job for anyone that has a passion for snow along with the urge to progress in a evolving and best in class retailer."*

*Tom O'Neill, Head of Buying (Action Sports)*

## **Perks of the job...**

As a business that is all about getting out there and enjoying life, we wouldn't be true to our values unless we offered some pretty awesome benefits to help our people to do the same..

- **True hybrid working** - we trust and empower you to work in a way that suits you, your life, and your team.
- **Market leading discount** - We want our people to enjoy and love the products that we sell as much as our customers do, that's why we give you everything at **cost price + VAT** (We challenge you to find better!)
- **Mental wellbeing support** – Access to counselling sessions, a remote GP service and a whole range of well-being focused resources through our dedicated health & well-being partners.
- **We work hard, but we relax even harder** - You'll get **25 days** annual leave, plus an **extra day off for your birthday** (Because who wants to wait years for their birthday to fall on a weekend!?)
- **An annual piece of the pie** - When the business does well, it's down to the hard work of our people, that's why we give a discretionary **annual bonus** based on company performance.
- **Supporting you through all stages of life** - We help you to focus on what really matters during important moments in your life. You'll get enhanced maternity leave, full shared parental leave, and paid leave should you experience loss of early life.
- **An Outstanding place to work** - It's official, we're a **Best Company Outstanding** Place to work - a badge that we wear with pride and something we will always keep working to continually improve

*We understand that privacy and the security of your personal information is extremely important. Internet Fusion Group collects, processes, and ensures the security of all personal data that we gather in accordance with data protection laws.*

*Internet Fusion Group are proud to be an equal opportunities employer who provide equal employment opportunity regardless of age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, sex, and sexual orientation.*