



VP of Global Sourcing & Procurement

Company: Trend Nation, LLC www.TrendNation.com

Location: Headquarter in Las Vegas, NV (Temporarily Remote)

Sales Channels: Amazon, Walmart, Target, eBay and company owned websites

COMPANY OVERVIEW: Trend Nation is a fast-growing e-commerce retailer that owns and operates a few niche e-commerce brands and excels on marketplace platforms including Amazon, Target, ebay and Walmart. Over the past decade the company has been recognized as one of the top Amazon & Walmart private label marketplace partners. Our passion is bringing fun and functional products to life and delighting our customers with great value. With over 2,000 products and over 5 million delighted customers, Trend Nation is a fun, fast-paced work environment that recognizes its employees with monthly teambuilding activities, regular company-wide celebrations, and a comprehensive benefits package.

Position Overview

- Develop sourcing and operations strategy through management of suppliers, analyzing costs, negotiating supplier partnerships, and identifying new opportunities for assigned categories.
- Research and identify qualified suppliers of high-quality goods and develop high impact strategic supplier relationships.
- Negotiate and maintain supplier contracts and payment terms.
- Develop a thorough knowledge of company operations, policies, and procedures.
- Serve as a member of the Trend Nation Leadership team, providing guidance and direction to advance the strategic initiatives of the organization.
- Negotiate remediations with suppliers, when necessary.
- Constantly seek opportunities to improve costs, production lead times, and working capital.
- Communicate and coordinate production schedules with factories and suppliers to ensure on time delivery.
- Work with factories to maintain product quality standards and testing procedures.
- Ensure that all factories comply to packaging standards and requirements.
- Communicate lead times and Sourcing strategies clearly with Product Development and Category Management teams.
- Oversee product testing procedures, understand product regulations, and legal requirements.
- Maintain and enforce vendor agreements.
- Develop a supplier base outside of China.
- Proven ability to Lead, manage, and hold accountable a small team.
- Develop a strong understanding of the commodity landscape in order to forecast industry trends and gauge emerging competitive forces. Identify changes in buyer and supplier power within core materials markets and use industry dynamics to Trend Nation's advantage.
- Understand the trade-offs between cost, volume, and quality in order to strike agreements that meet Trend Nation's performance criteria and secure long-term supply continuity.
- Strong understanding of tariff codes and classifications for importing of goods as well as trade agreements with various countries to understand cost impact of tariffs for sourced products.
- Collaborate across the Trend Nation organization to ensure business objectives are met. Includes the ability to rapidly synthesize and communicate findings to senior leaders and to actively identify potential supply issues that can affect product strategy.
- Optimize global supply chain performance through cost and scenario analysis, and benchmarking. Develop an in-depth understanding of value-added manufacturing processes and costs, reverse logistics, and market intelligence, and apply this knowledge to influence Trend Nation's future product roadmap and sourcing decisions.
- Assess and mitigate risks to the business. Manage global supply chain disruptions in real time with the support of an international team.
- Must be willing and able to travel up to 20% of the time including overseas trips.
- Live Trend Nation's core values.
- Test products, including wearable items, and provide feedback to any department requesting it.

Preferred Qualifications:

- BA/BS Degree preferred

- 7+ years of product sourcing of consumer goods
- 7+ years of managing supplier relationships and negotiating contracts
- International experience in sourcing and working with multiple companies of different sizes and experience
- Strong understanding of product development and QC
- Basic understanding of freight forwarding, import, and duties
- Strong analytical and critical thinking skills
- Superb communication and interpersonal skills
- Ability to handle sudden setbacks
- A knack for negotiations
- Broad knowledge and resource network to address unique logistic needs and opportunities
- Willingness to operate in a dynamic environment
- Ability to make quick decisions with 80% information
- Thirst for knowledge and the ability to learn quickly
- Interest in technology and/or operations (experience preferred but not required)
- Must be able to pass a background check

Compensation:

- Based on experience
- 401k, bonus program, medical and dental insurance reimbursement and many more benefits

How to Apply:

Submit your cover letter and resume via email to: Jobs@TrendNation.com. Please be sure to include Sourcing VP in the Subject line of the email and describe your favorite superhero in the e-mail body.