



**Job Title:** Category Manager – General Merchandise  
**Company:** Trend Nation, LLC [www.TrendNation.com](http://www.TrendNation.com)  
**Location:** Las Vegas, NV (Temporarily Partially Remote)

**Position Overview:** The Category Manager engages directly with multiple internal teams to optimize the assortment and set the creative vision for new product development. They will develop a thorough understanding of their assortment while continually monitoring competitor/industry developments and conducting financial analysis of opportunities to meet and exceed annual revenue, turn, margin and growth targets.

**Company Overview:** Founded in 2007, Trend Nation is a multi-brand e-commerce platform that has developed over eight leading multi-million-dollar private label consumer brands. We began as an exclusive Amazon retail partner for popular brands including Tommy Hilfiger, Tumi, and Calvin Klein and have since established ourselves amongst the most experienced sellers of private label consumer goods on marketplaces including Amazon, Walmart, and Target. Building on our track record of successful brand development and funded by tech entrepreneurs who have created billion-dollar enterprises, Trend Nation is gearing up to rapidly gain share in the Amazon marketplace.

Trend Nation is seeking an ambitious, self-motivated, and data-driven individual to join our team as a Category Manager. The Category Manager will have the opportunity to join a lean team in a start-up environment where they will be given a significant amount of responsibility and be expected to provide valuable insights and contribute to value creation initiatives.

#### **Position Responsibilities:**

Category Manager expectations and responsibilities are to:

- Create product assortments in alignment with Trend Nation's strategic direction
- Own revenue, margin, and turn goals
- Update sales plans and forecasts on a weekly basis, and deliver annual plans that support company growth targets
- Manage, grow, and optimize product categories
- Research and monitor the seasonality, global trends, competitive/industry landscape, and how changes in these factors may impact the business
- Partner with cross-functional teams including Merchandise Planning, Global Sourcing, Product Development, Marketing, Operations, and Content to achieve business objectives
- Lead, manage, and hold cross-functional team members accountable while meeting tight deadlines
- Live Trend Nation's core values.
- Test products, including wearable items, and provide feedback to any department requesting it.
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#### **Preferred Applicant Qualifications:**

- Bachelor's degree from an accredited institution
- 4+ years of experience in category management/buying
- Exceptional knowledge of retail and/or e-commerce businesses
- Ability to think strategically, tactically, and creatively with strong attention to detail
- Ability to multitask and prioritize to meet multiple and changing deadlines
- Excellent interpersonal and communication skills, both written and verbal
- Proficient with Microsoft Office, specialized in Excel
- Ability and willingness to learn and understand new systems and processes
- Must pass a background check

#### **How to Apply:**

Submit your resume via email to: [Jobs@TrendNation.com](mailto:Jobs@TrendNation.com).

Please include Category Manager in the subject line of the email.