

## MERCHANDISER JOB DESCRIPTION

### Responsibilities:

- New store opening and store reset support for Natural Food and Specialty Retailers.
- Merchandising and Retail Support for accounts as directed by the Sales Manager.
- Working in all store departments/categories to include cold box, nutrition/body care, etc.
- Utilize market data to improve placement and retail support.
- Open new accounts and improve product placement as directed by the Sales Manager.
- Work with Sales Manager to conduct broker trainings.
- Take pictures and forward to Sales Manager and manufacturers
- Develop relationships at store, wholesale and manufacturer level.
- Support the Team with support for trade shows and special events as necessary.
- Schedule and assist with samplings as needed.
- Train and support future merchandisers as directed by the Sales Manager.
- Work closely with Field Marketing Reps in designated territories.
- Be courteous and a responsible driver at all times.

### Requirements:

- Ability to work long flexible hours, including occasional nights and weekends, required
- Excellent driving record and insurance/license, required.
- Personal vehicle to use.
- Experience in merchandising preferred.
- Experience in sales and/or natural products a plus.
- Exceptional interpersonal and communications skills with the ability to interact effectively internally as well as with external contacts.
- Excellent analytical and problem-solving abilities.
- Must excel in multi-tasking within a fast-paced organization.
- Ability to lift up to 30 pounds.

#### MIDWEST EAST | WEST

12 Executive Ct.  
Suite #1  
So. Barrington, IL 60010  
Phone: (847) 277-9500  
Fax: (847) 277-9656

#### SOUTHWEST

9430 Research Blvd.  
Bldg. IV, Suite #180  
Austin, TX 78759  
Phone: (512) 328-6233  
Fax: (512) 328-6525

#### ROCKY MOUNTAINS

948 North St.  
Suite #4  
Boulder, CO 80304  
Phone: (303) 544-5933  
Fax: (303) 544-5914

#### NORTHWEST

1414 31st Ave. S.  
Suite #201  
Seattle, WA 98144  
Phone: (206) 723-3023  
Fax: (206) 721-2419