



Position: Field Merchandiser

Area Cover: Victoria, BC

Part-time

WHO WE ARE:

Hive Naturals is a female-founded retail merchandising agency for natural brands in Canada. We are the first & only merchandising agency specifically focused on servicing food & beverage brands in the natural product industry. Our team conducts hundreds of retail store visits per month, we are the feet on the street for natural product brands in both natural/specialty & conventional stores. We help create the in-store buzz for brands.

POSITION OVERVIEW:

As a Field Merchandiser with Hive Naturals, you will visit and work within various retail stores representing a portfolio of natural product brands. The role will entail visiting approx. 6-8 stores per day, 5 days per week, using merchandising techniques and activities to improve the in-store presence and help drive sales of each of our brand partners.

KEY RESPONSIBILITIES:

Use relationship-building skills to quickly establish rapport with store managers and key decision makers. • Spend 100% of the time in the field, merchandising at retailers for our brand portfolio. •

Conduct in-store merchandising activities such as:

→ Improving shelf appearance/placement

→ Filling voids

→ Promotion adherence

→ Building displays

→ Restocking inventory

→ Secure secondary placements

→ Re-order support

→ Place coupons/IRCs and any other marketing materials

• Complete comprehensive mission-based activities in the FORM MarketX app and utilize this data to convert into reports.

• Collaborate with the Merchandising Manager to analyze data from FORM MarketX to identify gaps and opportunities.

Achieve monthly key performance indicators (KPI's) and goals set by the Merchandising Manager.

JOB REQUIREMENTS:

- Excellent interpersonal and customer service skills.
- Ability to achieve results in a fast-paced environment.
- Excellent organizational skills and attention to detail.
- Ability to work independently.
- Strong problem solving, analytic, influencing, and negotiation skills.
- Utmost passion to represent our brand partners.
- Ability to form account strategies and execute against them.
- Maintain a high level of communication across the team.
- Professional demeanor in working with coworkers, retailers, and consumers.

OTHER REQUIREMENTS:

- Must have a valid driver's license and own vehicle to travel and transport promotional materials and minimal product quantities between accounts within assigned territory.
- Must have a clean driving record, up to date registration, and insurance.
- Must have a functioning smartphone and access to a computer.
- Capable of meeting the physical requirements of the position, with or without reasonable accommodation, including but not limited to: standing up for 8 hours, bending, squatting, reaching, repetitive motion, pushing and pulling, twisting, and lifting 25-50 lbs.
- Willing and able to work in cold environmental conditions (i.e., refrigerated and freezer sections of retail stores).
- Proficient in Microsoft Office (Word & Excel), Google Suite, and Smartphone use.

OUR IDEAL CANDIDATE:

- A passion for and knowledge of the CPG and natural food and beverage industry.
- Experience in retail, sales and/or merchandising preferred.
- Positive attitude.
- Self-motivated and results oriented.
- Performance driven.
- Team player & people person.
- Highly motivated & shows initiative.
- Health & wellness oriented.

HOW TO APPLY:

Applications with cover letter and resume are being accepted at hello@hivenaturals.ca until the position is filled. We can't wait to hear from you!