



**Position:** Field Merchandiser (Part time)

**WHO WE ARE:**

Hive Naturals is a female-founded retail sales and merchandising agency specializing in natural brands across Canada. We are the first and only agency dedicated to food and beverage brands in the natural product industry. Our team conducts hundreds of retail store visits each month, bringing the buzz to natural product brands in both specialty and conventional stores.

**POSITION OVERVIEW:**

As a Part-Time Field Merchandiser with Hive Naturals, you'll represent a portfolio of natural product brands across various retail stores. This role involves visiting multiple stores per day, using sales and merchandising techniques to enhance brand visibility and drive sales. You'll work independently while maintaining strong relationships with store managers and collaborating with our internal team.

**KEY RESPONSIBILITIES:**

- Work primarily in the field, merchandising at retailers for our brand portfolio.
- Visit assigned stores on a designated route.
- Work Variable hours Monday through Sunday starting in the early morning or by 9:00 AM.
- Manage responsibilities independently while collaborating with grocery store managers, brand representatives, and internal team members.
- Capture brand data using mobile apps (e.g., Replsly, WhatsApp).
- Improve in-store presence through display execution, void filling, off-shelf displays, and placements.
- Build relationships with grocery managers and perform effective merchandising.
- Handle secondary/tertiary placements, shelf management, equipment, and POS placements.
- Address real in-store needs and assist store staff when applicable.
- Follow brand priorities and achieve monthly key performance indicators (KPIs).
- Collaborate with your team and contribute to various projects.
- Attend annual trade shows and participate in other events as requested.

**JOB REQUIREMENTS:**

- Positive mindset with high emotional intelligence, grit, and coachability.
- Familiarity with growth mentality and goals.
- Strong problem-solving, analytic, influencing, and negotiation skills.
- Experience in grocery store operations or similar roles, with a quick learning ability.
- Premium selling skills preferred or a desire to learn and apply sales techniques.
- Passion for natural and specialty foods.
- Proven success in a self-directed environment.
- High communication skills and comfort using electronic apps.
- Professional demeanour in all interactions.
- Valid licence, clean driving record, registration, and auto insurance.
- Willingness to drive your own vehicle and transport promotional merchandise.
- Physical requirements include standing, walking, reaching, climbing ladders, bending, kneeling, and lifting up to 50 lbs. occasionally.

#### **OUR IDEAL CANDIDATE:**

- Passionate about the CPG and natural food and beverage industry.
- Experience in retail, sales, and/or merchandising preferred.
- Positive attitude, self-motivated, results-oriented, and performance-driven.
- Team player with enthusiasm and a health & wellness focus. Highly motivated with strong initiative.

#### **WHAT WE OFFER:**

- Auto Allowance
- Cell phone allowance
- Flexible work environment
- Fun, enthusiastic, and supportive team
- Opportunities for growth

We look forward to hearing from you! To apply, please email your resume to: [hello@hivenaturals.ca](mailto:hello@hivenaturals.ca)