



Position: Field Merchandiser

Area Cover: Vancouver, Burnaby, New West and Area BC

Full Time 6 month Contract

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
- Achieve monthly key performance indicators (KPI's) and goals set by the Merchandising Manager.
- Work closely with your Team and collaborate on projects.
- Attend annual Trade shows
- 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

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 demeanour in working with coworkers, retailers, and consumers.

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.

WHAT WE OFFER:

- Base salary: \$50,000 annually.
- Car allowance: \$500 per month.
- Gas reimbursement
- Cell phone allowance: \$100 per month.
- Flexible work environment.
- Fun, Enthusiastic & supportive team.
- Opportunity for growth.

- Extended Health Benefits after 3 months.