

Farndon Fields Retail Buyer



About the Role:

We are looking for an experienced and knowledgeable Retail Buyer to join our team. The Retail Buyer will be responsible for sourcing products, reviewing sales performance, managing stock flow and demand, curating product ranges, and setting pricing and promotions across a variety of departments such as Chilled, Frozen, Deli, and Butchery. The successful candidate will have excellent analytical, commercial, relationship-building, and negotiation skills, a passion for food and food retail, and a keen eye for quality and brand fit.

Key Responsibilities:

- Work with suppliers and internal team to ensure stock reordering is in line with demand, optimising quality and availability while managing waste/overstocking
- Analyse weekly sales data to review product and category performance and make decisions to remerchandise, promote or delist products
- Take ownership of category sales performance and work collaboratively with shop floor team to identify opportunities to improve and deliver against weekly KPIs
- Constantly review cost pricing from suppliers and alternative suppliers and negotiate to ensure we're buying for the best price
- Work closely with key suppliers to design price promotions, introductory and loyalty offers, tastings, events, and merchandising displays that boost sales while maintaining margins
- Using sales data, market research, and competitor analysis conduct range reviews and curate exceptional product ranges tailored to our target customers, seasonality, and brand
- Find and explore new suppliers and products to add quality and appeal to our ranges for our customers in line with our brand strategy
- Work with internal teams and external suppliers to develop innovative new home made and own label ranges
- Work collaboratively with marketing and retail teams to maximise the success of promotional activity and new product launches through impactful instore merchandising and online customer communications

Skills & Experience:

- Experience of Retail Buying or Category Management, preferably in chilled and speciality foods
- Excellent relationship-building ability both with suppliers and internal teams with good negotiation and influencing skills
- Strong communication and time management skills
- Appreciation and understanding of maintaining brand values and quality
- Good understanding of consumer trends in fresh food retail and speciality food sector
- Strong commercial awareness and understanding
- Strong numeracy and analytical skills with proven ability to find trends and patterns from reports, experience with EPOS and stock management software ideal
- Ability to cope with the pressure of fast-paced and changeable working environment while meeting targets and deadlines
- Experience working in independent businesses ideal
- Microsoft Office proficient, especially Excel

Working Hours: 5 days per week, 45hrs per week, Monday-Friday

If you are interested in the role, please apply via LinkedIn:

<https://www.linkedin.com/jobs/view/3840614873/>

or email oli@farndonfields.co.uk with your CV and brief cover letter

About the Company:

Farndon Fields is an award-winning family run food and farming business founded in 1983 by Milly and Kevin Stokes. Operating from a purpose-built Farm Shop at Farndon Fields Farm on the edge of Market Harborough, the business has grown consistently for many years.

Originally selling just home-grown fresh produce, the product offering within the farm shop now also includes a butchery serving locally reared meats, delicatessen counter serving home-made sandwiches, pastries, and desserts, and locally produced farmhouse cheeses and charcuterie, and a large range of grocery products including locally baked artisanal breads, beers, wines, and spirits.

The Farmers Kitchen restaurant was built in 2005 and serves breakfast, lunches, and afternoon teas, and there is an adjoining garden centre area and homeware and gifting selection. The business has recently also expanded into seasonal events with The Pumpkin Festival held throughout the month of October on the Farm.

The focus of the business continues to be on delivering an exceptional customer experience, selling quality and local food and drink, and supporting farmers, growers, and artisanal producers and suppliers. Our mission is to be the ultimate destination to experience local food and farming.