

# Apparel and Merchandise Specialist

## Vos activités

### ·YOUR TASKS

OUR Mission: We Fuel Passion, Pride, and Success. EMBODIES: Igniting Passion. Empowering Pride. Driving Success. Fosters OUR: Shared Passion for Motorsports.

### HOW YOU WILL MAKE AN IMPACT

- Keen eye for fashion trends, strong project management skills, and a passion for delivering high-quality products.
- Develop and implement a comprehensive merchandise strategy in line with the company's brand identity and target audience.
- Oversee the entire lifecycle for all apparel and merchandise products, from conception to distribution.
- Collaborate with internal and external team members as well as stakeholders, to conceptualize and create new apparel and merchandise designs that resonate with our customer base.
- Source and manage relationships with vendors, manufacturers, and suppliers to ensure high-quality and cost-effective production of apparel and merchandise.
- Negotiate pricing, terms, and contracts with vendors to maximize profitability and maintain budgetary goals.
- Oversee the production process from design approval to final delivery, ensuring adherence to quality standards and timelines.
- Infuse each product with creativity and innovation, exploring unique materials, embellishments, and techniques to set our merchandise apart.
- Manage inventory levels, forecasting demand, and optimizing stock levels to meet sales targets and minimize excess inventory.
- Analyze sales data and customer feedback to identify trends, opportunities, and areas for improvement in the apparel and merchandise assortment.
- Bring a fresh perspective to marketing and sales collaborations, suggesting creative promotions and campaigns to elevate our brand presence.
- Stay ahead of the curve by exploring emerging fashion trends, technologies, and sustainability practices to incorporate into our merchandise offerings.



Référence  
**REF80108D**

Domaine fonctionnel  
**Marketing and Sales**

Site  
**Lakeville**

Niveau de leadership  
**Leading Self**

Flexibilité du poste  
**Hybrid Job**

Unité légale  
**Hoosier Racing Tire Corp.**

- Manage, maximize, and expand all current sales channels, including e-commerce (website), and traditional distribution models, while developing strategies for developing new reseller models.

- Trust: We earn the trust we give.

- Passion To Win: We have the passion to win.

- Freedom To Act: Freedom enables us to grow in responsibility.

- For One Another: We attain top value with our team spirit as one.

## **Votre profil**

### **WHAT YOU BRING TO THE ROLE**

- Bachelor's degree in relevant field.

- Flexibility to travel as needed for vendor meetings, trade shows, and industry events : 10-15% domestic travel will be required.

- Excellent communication and negotiation skills, with the ability to build and maintain relationships with vendors, distribution partners, and resellers.

- Creative flair with a strong understanding of fashion trends and consumer preferences.

- Strong project management skills with the ability to multitask and prioritize in a fast-paced environment.

- Detail-oriented with a focus on quality and accuracy in all aspects of work.

### **ADDITIONAL WAYS TO STAND OUT**

- 2+ years of proven experience in apparel and merchandise management, preferably in a retail or e-commerce environment.

- Proficiency in Microsoft Office Suite and experience with Adobe Suite is preferred.

- Strong leadership skills with the ability to motivate and develop a team.

## **Notre offre**

All your information will be kept confidential according to EEO guidelines.

### **EEO-Statement:**

EEO / AA / Disabled / Protected Veteran Employer. Continental offers equal employment opportunities to all qualified individuals, without regard to unlawful consideration to race, color, sex, sexual orientation, gender identity, age, religion, national origin, disability, veteran status,

or any other status protected by applicable law. In addition, as a federal contractor, Continental complies with government regulations, including affirmative action responsibilities, where they apply. To be considered, you must apply for a specific position for which Continental has a current posted job opening. Qualifying applications will be considered only for the specific opening(s) to which you apply. If you would like to be considered for additional or future job openings, we encourage you to reapply for other opportunities as they become available. Further, Continental provides reasonable accommodations to qualified individuals with a disability. If you need assistance in the application process, please reply to [Careers@conti-na.com](mailto:Careers@conti-na.com) or contact US Recruiting at 248.393.5566. This telephone line and email address are reserved solely for job seekers with disabilities requesting accessibility assistance or an accommodation in the job application process. Please do not call about the status of your job application, if you do not require accessibility assistance or an accommodation. Messages left for other purposes, such as following up on an application or non-disability related technical issues, will not receive a call back.

Ready to drive with Continental? Take the first step and fill in the online application.

## **A propos de nous**

Continental develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transportation. In 2023, Continental generated preliminary sales of €41.4 billion and currently employs around 200,000 people in 56 countries and markets.

Tire solutions from the Tires group sector make mobility safer, smarter, and more sustainable. Its premium portfolio encompasses car, truck, bus, two-wheel, and specialty tires as well as smart solutions and services for fleets and tire retailers. Continental delivers top performance for more than 150 years and is one of the world's largest tire manufacturers. In fiscal 2023, the Tires group sector generated sales of 14 billion euros. Continental's tire sector employs more than 56,000 people worldwide and has 20 production and 16 development sites.

Hoosier Racing Tire is part of our Specialty Tires area and is the largest race tire manufacturer in the world. Hoosier has grown to produce over 1000 different types of race tires. The company has its own 300-mph test wheel; a technology center; state-of-the-art, fully integrated production facilities recently adding a high-tech mixing plant, with enough capacity to produce not only for Hoosier Racing Tire, but to have the ability to produce rubber for additional entities, as well as a model sales and distribution network. Our Hoosier location in Lakeville, IN is seeking an Apparel & Merchandise Specialist to join our team.

Hoosier Racing Tire is a 100% subsidiary of Continental AG.

Are you ready to fuel passion, pride, and success?