

Job Posting

Product Specialist Team Sports

Reports to: Product Mgr Team Sports

About Mizuno

It is the responsibility of every Mizuno USA teammate to champion our Mission and commitment to one another and athletes everywhere as they strive for ultimate achievement at every level of competition. Are you a competitor driven by overcoming extraordinary challenges? Are you motivated by being a critical team member versus a limited role player? Do you aspire to make a difference with a brand that strives to do more in the communities in which we serve?

If so, then Mizuno USA team is recruiting top draft picks and free agents to transform the challenger brand that is Mizuno! Let us know if you're game ready!

Summary

The Product Specialist responsibilities include, but are not limited to product life cycle management, budgeting, demand forecasting, vendor/supplier selection, price negotiations and inventory classification for Team Sports categories. Additionally, the Product Specialist will be responsible for the overall management of the product category including assortment planning, product development, product training, marketing and promotional direction while adhering to the brand strategy, philosophy and corporate values at all times.

Basic Qualifications

- Bachelor's Degree Required
- Willing to travel domestically and internationally (approximately 10%-20%).
- Competitive Baseball/Softball experience at collegiate level or above preferred or commensurate baseball/softball industry experience

Other Qualifications

Education and Experience:

- Demonstrated strong interpersonal skills with the ability to influence without authority, gain buy-in and drive consensus.
- Demonstrated intermediate skill level in Microsoft Office suite, JD Edwards, reporting software
- Demonstrated understanding of the factors impacting profitability, gross margins, inventory turns, materials costs, factory lead times, etc.
- Experience in the sporting goods industry a plus
- Team Sports playing experience at the competitive level a plus
- Excellent communication and personal skills
- Ability to handle a multitude of projects
- Comfortable delivering presentations and public speaking engagements
- Ability to effectively manage a budget and stay within guidelines

Essential Duties and Responsibilities

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Overall management of the product category, including assortment planning, product development, mid-term planning, product training, lifecycle management, marketing and promotional direction
- Market analysis and product creation while ensuring that the budgeted market share, revenue, operating income and gross margin goals are achieved within the assigned product categories
- Conduct market research and gather market intelligence through consumers, dealers and coaches as it pertains to assigned categories. Travel to tournaments, dealer/customers and events to conduct primary research and assess secondary research
- Develop and maintain a detailed category budget, establishing initial forecast, sales and margin goals for assigned categories
- Work with global Headquarters and/or other global sourcing partners to ensure profitability and production requirements are met as are compliance with internal quality, durability, brand and logo positioning
- Conduct research/development of new and existing products to include appropriate wear and factory testing programs
- Work with Sales Management to develop plans ensuring balanced mix, cross-category assortment and account profitability
- Work with Associate Marketing Manager to develop merchandising, POS aids, cooperative programs, catalogs, brochures, packaging and collateral material development, including product specifications and product copy for the assigned categories
- Develop and maintain SKU efficiency and profitability goals for assigned categories
- Working with Supply Chain, ensure production, budget and inventory levels are in sync with corporate targets
- Present product lines at sales meetings and trade shows. Contribute to the education of both internal and external stakeholders with product information and the benefits of Mizuno products and brand
- Engage in ongoing and frequent communication with Mizuno Corporation Japan (MCJ) product resources and partners
- Oversee Demand forecasting and inventory classification for assigned categories
- Aid in Vendor/Supplier selection, price negotiations where warranted
- Assist in account planning and developing effective product strategies to coincide with strategic sales goals for assigned categories
- Develop and maintain a detailed expense budget

If you feel you meet the qualifications for this job, please notify Jonnetta Talley at jonnetta.talley@mizunousa.com and Zach Schmits at zach.schmits@mizunousa.com . Please be mindful that all candidates must notify their Supervisor before they will be considered.

Whenever possible, Mizuno USA, Inc. strives to promote from within if the skills and necessary qualifications meet the requirements for the position. Internal and external candidates will be considered for the position and the best candidate will be hired.

Mizuno USA, Inc. is an Equal Opportunity Employer: All qualified applicants will receive consideration for employment and will not be discriminated against based on their race, gender, disability, veteran status or other protected classification.

EOE M/F/D/V