



Assistant Manager – Buying & Merchandising

About Robust Kommerce

Robust Kommerce enables global fashion brands to successfully enter and scale in the Indian market through sharp retail execution and best-in-class consumer experiences. Focused on premium fashion retail, the company builds and operates omnichannel retail ecosystems that combine deep market expertise, operational excellence, and technology-driven commerce solutions to help international brands thrive in India's dynamic fashion landscape.

Role Overview

We are seeking an experienced Assistant Manager – Buying & Merchandising to support merchandise planning, allocation, and performance optimization across retail stores. This role will play a key part in ensuring the right product is available at the right place and time, driving sell-through, and maximizing inventory productivity. The role requires strong analytical skills, attention to detail, and the ability to collaborate with cross-functional teams to drive business performance across apparel categories.

Key Responsibilities

- Ensure accurate merchandise allocation across stores based on demand, historical sales trends, and store performance.
- Maintain optimal stock levels to support sales while minimizing overstock and stock-outs.
- Manage weekly replenishment cycles to ensure availability of key styles and pivotal sizes.
- Monitor stock movement and initiate timely actions to maintain healthy inventory levels.
- Drive inter-store stock transfers based on sales performance and inventory gaps.
- Optimize inventory utilization across stores to improve sell-through and reduce markdowns.
- Analyze sell-through, stock cover, and product performance to identify opportunities and risks.
- Plan and execute actionable strategies to achieve desired pre-EOSS (End of Season Sale) sell-through targets.
- Publish weekly dashboards and performance reports for management and operations teams.
- Track key merchandising KPIs and provide actionable insights for business improvement.
- Work closely with buying, retail operations, planning, and supply chain teams.
- Ensure alignment between merchandising strategies and overall business objectives.

Required Skills & Qualifications

- Bachelor's degree in Fashion Management, Business, Retail, or a related field.
- 4+ years of experience in buying, merchandising, or retail planning (preferably in apparel).
- Strong proficiency in Advanced Excel (data analysis, reporting, dashboards).
- Good analytical, problem-solving, and decision-making skills.
- Excellent written and verbal communication skills.
- Strong team player with the ability to collaborate across functions.