



The Company:

Wilton Bradley specialises in the design, development, distribution, and marketing of consumer products in the toy and outdoor leisure markets. We supply our own brands and products to a broad range of customers, from independent and multi-national retailers to international distributors. Whilst product design and development are a key part of what we do, we also distribute a select number of market leading brands in the UK including Bestway and Lay-Z-Spa, two of the world's leading inflatable/leisure brands.

We have recently been recognised in the London Stock Exchange Group's Report: 1,000 Companies to Inspire Britain, acknowledging the fastest growing businesses across sectors and regions which have achieved significant performance, as well as being ranked in the Western Morning News' top 150 businesses in Devon and Cornwall.

The Role: Category Buyer/Manager

As a result of our continued success, we are seeking an experienced purchasing professional that will bring enthusiasm and drive to an already ambitious team. The successful candidate will oversee the Bestway and Lay-Z-Spa ranges and will be responsible for knowing each product inside and out, analysing and understanding the market, and managing stock levels to optimise sales. The candidate will be part of a motivated team, working in a progressive and creative environment whilst collaborating with many other key departments across the business.

Key Responsibilities:

- Develop an in-depth knowledge of each product within the category
- Take a leading role in negotiations for all products and managing supplier relationships
- Analyse and understand the market dynamics to negotiate cost prices
- Review key competitors and identify new opportunities
- Recommend new products and potential categories to develop
- Manage and maintain stock levels to optimise sales
- Ensure key product data and pricing is maintained within the system
- Working closely with the Buying and Sales Directors to ensure company margin requirements are achieved
- Liaise with the import team to deliver goods in order to hit monthly sales targets
- Travelling to attend UK and international trade shows and visiting suppliers

Person Specification:

Skills/experience

- Previous buying or purchasing experience
- Strong analytical skills
- Negotiation skills and the ability to network and influence people
- Knowledge of products and supply chain is desirable
- Line management skills
- Excellent communication skills, internal and external
- Computer literate with a good working knowledge of Microsoft Excel including equations and macros
- Excellent numeracy, time management, organisational and problem-solving skills
- Commercial awareness

Disposition

- Entrepreneurial spirit and a willingness to take risks
- Self-motivated and confident
- Ability to work under pressure and to tight deadlines
- Highly organised and methodical
- Ability to work on own initiative and as part of a team
- Ambition and passion to succeed

Benefits:

- 25% TII discount, 50% WB discount
- company sponsored healthcare scheme
- 33 days holiday (pro rata)
- cycle2work scheme (after 6 months service).

For more information, please contact James Chamberlain, Human Resource Manager:
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