



Job Title: Merchandising Manager
Location: Rona Portage la Prairie
Position Details: Full-Time. Monday to Friday. Permanent.
Department: Retail Sales
Reports To: General Manager

Rona Portage la Prairie is seeking a strategic and detail-oriented **Merchandising Manager** to oversee product planning, inventory management, pricing, and visual presentation for our lumber yard and building materials store. The successful candidate will play a critical role in driving sales, enhancing customer experience, and maintaining efficient operations. This role requires strong knowledge of the construction and renovation industries, as well as a keen understanding of merchandising principles specific to building materials.

KEY RESPONSIBILITIES

MERCHANDISING STRATEGY & EXECUTION

- Develop and implement a comprehensive merchandising strategy aligned with seasonal demand, construction cycles, and customer trends in Manitoba.
- Curate and maintain a balanced product assortment, including lumber, hardware, fasteners, insulation, tools, paint, roofing, drywall, seasonal items and related building supplies.
- Work closely with vendors and distributors to source quality materials at competitive prices.

INVENTORY MANAGEMENT

- Monitor inventory levels to ensure optimal stock turnover and minimize overstock or stockouts.
- Collaborate with procurement and warehouse teams to plan and manage incoming stock.
- Analyze sales data to adjust inventory and merchandising strategies accordingly.

PRICING & PROMOTIONS

- Set competitive pricing strategies in line with market trends and profit margin targets.
- Coordinate promotional campaigns with the sales and marketing teams to boost seasonal or slow-moving items.
- Ensure all merchandise is clearly and accurately priced, and promotional signage is current.

VISUAL MERCHANDISING & STORE LAYOUT

- Optimize product placement, signage, and displays to drive traffic flow and increase average transaction size.
- Maintain a clean, organized, and safe retail space—both indoors and in the yard.
- Ensure seasonal items are highlighted and that high-demand products are easy to locate.

VENDOR & SUPPLIER RELATIONS



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- Build and maintain strong relationships with key vendors and suppliers.
 - Negotiate purchasing agreements, payment terms, and promotional support.
 - Monitor supplier performance and resolve issues related to delivery, quality, or returns.

TEAM LEADERSHIP & TRAINING

- Supervise and coach merchandising and stocking staff on best practices and store standards.
- Conduct training sessions for sales associates on new products and merchandising techniques.
- Support hiring and performance management of merchandising personnel.

QUALIFICATIONS

- High school diploma or equivalent
- Education in Business Administration, Supply Chain Management, Retail Management, or a related field.
- Minimum 3–5 years of merchandising experience, preferably in a building materials or hardware retail environment.
- Experience managing staff and working with vendor or distributor networks.
- Basic math skills
- Strong knowledge of lumber grades, construction materials, and seasonal building trends in Manitoba.
- Proficiency with retail POS and inventory management systems
- Analytical mindset with experience in interpreting sales data and market trends.
- Computer proficiency
- Strong verbal and written communication skills
- High attention to detail and excellent organizational skills
- Ability to work reliably and punctually, maintaining a professional appearance
- Strive to contribute to the overall success of the company
- Exercise sound judgement when determining product substitutions
- Prioritize level of importance on projects and day-to-day activities
- Ability to work independently and prioritize multiple projects while meeting deadlines in a timely and effective manner

PHYSICAL REQUIREMENTS

- Sitting – 30%
- Standing, walking – 50%
- Lifting, climbing, bending, stooping, kneeling – 20%
- Must be able to lift up to 50lbs

WHY JOIN US?



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- Competitive salary and benefits package
 - Opportunity for career growth and professional development
 - Supportive and collaborative work environment
 - Access to the latest industry tools and technologies
 - Employee discounts on building materials

TO APPLY

Please submit your resume and cover letter outlining your experience and qualifications for the position to cdoyle@newtonenterprises.ca

Rona Portage la Prairie is an equal opportunity employer, committed to fostering a diverse and inclusive work environment. We encourage all qualified individuals to apply.