

Position Description

Position Title:	Senior Buyer	Date:	August 2025
Location:	Support Hub, Auckland	Reports to:	Head of Trade
Department:	Trade	Direct reports:	Product Assistant

Who we are:

Welcome to **Ngahua Retail**, the retail arm of Tahua Group Ltd. We're home to three exciting and great Kiwi Businesses; **Number One Shoes + Hannahs**, **Torpedo7**, and **The Outlet**.

Number One Shoes + Hannahs is a heritage footwear retailer with deep roots in Kiwi communities, bringing together two of New Zealand's most recognised shoe brands under one banner. With a strong national footprint and loyal customer base, this brand continues to deliver affordable, stylish footwear for families for everyday life.

Torpedo7 is our outdoor and adventure brand, focused on helping New Zealanders get the most out of life through its online platform and curated gear offering. And our newest concept, **The Outlet**, launched in 2025, brings incredible value across a range of leading brands, offering customers a bold, no-frills retail experience with great product at unbeatable prices.

Together, these brands represent the diversity, energy, and innovation that drive Ngahua Retail forward. As **One Retail Team**, we celebrate the individuality of each brand while staying united by a shared passion for delivering great customer experiences, bold thinking, and future-focused retail.

Why you'll love this role:

As **Senior Buyer**, you'll be the commercial engine behind the product offer for both **The Outlet and Torpedo7 Online**, with a remit that spans engineered ranges, opportunity purchasing, and white-label development. You'll thrive in a fast-moving, trading-led environment where sharp deals and bold decisions drive sales, margin, and stock turn. From value-led house brand development to securing opportunistic buys that create excitement in-store and online, this role puts you at the centre of the action. If you love pace, accountability, and seeing your decisions land quickly with customers, this is your stage.

What you'll deliver in this role:

People Leadership and Development:

- Recruit, develop, and retain a high-performing team to support the growth of all retail brands.
- Provide coaching, guidance, and support to team members
- Foster a culture of excellence, innovation, and collaboration.

Range Planning & Buying Execution:

- Own seasonal and in-season range planning across assigned categories.
- Build assortments that balance engineered range development, house brand value, and white-label price point product.
- Tailor buys to deliver the deal-driven, value-led proposition of The Outlet and the curated outdoor focus of Torpedo7 Online.

- Ensure every buy maximises sales, margin, and stock turn while remaining relevant and customer-focused.

Supplier Negotiation & Deal Management:

- Act as the primary commercial interface with suppliers — securing competitive costs, terms, and funding support.
- Source and close opportunity buy that bring “treasure hunt” excitement to The Outlet while ensuring continuity of core range for Torpedo7 Online.
- Negotiate promotional funding and maintain a strong pipeline of product across brands.

House Brand & White Label Development

- Drive house brand and white-label development strategies, building value ranges that hit sharp price points without compromising on quality.
- Partner with design, sourcing, and quality teams to bring private label products to market that strengthen margin and brand identity.

In-Season Trading & Commercial Responsiveness:

- Monitor sales, margin, and stock health to make quick, informed trading decisions.
- Implement repricing, markdowns, and stock reallocation to optimise performance in-season.
- Actively capitalise on trading opportunities to lift results.

Cross-Functional Collaboration:

- Partner with eCommerce, Marketing, and Visual Merchandising to align product, price, and storytelling across both in-store and online channels.
- Collaborate with Supply Chain and Finance to ensure timely stock flow and sound commercial management.

Product Setup & Data Accuracy:

- Oversee product setup, ensuring accuracy of data for smooth online and in-store launch.
- Manage the sample process for photography, promotional planning, and quality checks.

Performance Analysis & Trading Reviews:

- Lead trading reviews with actionable insights on category performance.
- Use data to drive decisions on promotions, pricing, and stock movement that protect margin and fuel sales.

Cross Functional Support: From time to time, you’ll also support wider group retail initiatives across other Tahua brands, contributing to end-to-end delivery where priorities align. This cross-brand exposure offers a unique opportunity to collaborate, learn, and help drive outcomes that benefit the broader retail function.

What you’ll bring to the role:

- Proven experience as a Buyer, Senior Buyer, or Trader, ideally in off-price, value, or outdoor categories.
- A strong track record of delivering results across sales, margin, and stock turn.
- Expertise in opportunity purchasing, deal-making, and supplier negotiation.
- Experience with white-label or house brand development, including price point-driven ranges.
- Sharp financial and commercial acumen, with confidence to act on trading metrics.
- Data-driven and decisive, with the ability to make fast in-season calls.
- Highly organised, able to juggle multiple categories and deadlines in a trading-led environment.
- Collaborative and adaptable, thriving in cross-functional teamwork while staying focused under changing conditions.
- Strong system skills across ERP, PLM, Excel, and trading dashboards.
- Market awareness with a pulse on customer trends, competitor activity, and product opportunities.