

Next Steps @ TRGA

Your weekly Careers news!

25th June 2018

Next Steps @ TRGA is a weekly newsletter which aims to provide students at TRGA with useful careers information, advice and ideas for the future – stay tuned for more tips and information next week!

Career of the week

This week – **Merchandise Manager**

Chris Morrissey



Next



Tell us a little about what you do...

I manage a team of 16 and a sales budget of approximately £260m across the home department at Next for the Beauty, Lighting, Accessories, Bathroom and Kitchen area.

The job of merchandising is about making sure that the right stock is in the right place at the right time, maximising sales and profit and minimising markdown!

What's the best thing about your job?

Travel would have to be the highlight. I've been to China, Pakistan, Bangladesh, India, Thailand, Vietnam, Hong Kong and countless European countries to negotiate with factories and plan production. It is amazing to see your own products being made on the other side of the world!

What sort of challenges do you face?

People! Managing anyone brings lots of challenges to get the most out of them and do the best for what's right for the organisation and their careers! Customers also continually surprise us in what they do and do not buy which challenges me to ensure that my teams are making commercial decisions and are unlocking the potential for future ranges.

What skills, qualifications or experience do you need to get into this industry?

Analytical and numerical skills are clearly key to my job role so a grounding in Maths and logical thinking is key. A passion for product is also essential and clear commercial knowledge is also key so you can have a better understanding of customer buying habits. Finally, it is important to have the ability to think outside the box and be brave in decision making when selecting new products and ranges to promote to customers.

Typically, a degree would be required but some members of staff do start their careers in store before transferring to head office.

Retail has lots of opportunities for people of all academic levels!

Work hard in education and then contact retailers and ask to get onto a placement and/or spend some time in a retailer's head office to see if it's for you!

What advice would you give for anyone wanting to get into this type of job?

I want to know more about...

Got a job or career area you'd like to find out more about that we haven't featured in the newsletter yet?

Let us know by coming and speaking to Mr. Webb in the Careers Room!

Monday Morning inspiration:

"It does not matter how slowly you go as long as you do not stop".

Confucius

Need some support with your future plans?

Speak to your Careers Adviser!



You can find **Mr. Webb** in the Careers Room (203) on the 2nd floor at breaks or lunchtimes if you have any questions!

Email: careers@ruthgorse.leeds.sch.uk

For more info on Retail careers, check out the links below:

<https://www.prospects.ac.uk/jobs-and-work-experience/job-sectors/retail/overview-of-the-retail-sector-in-the-uk>

<http://icould.com/stories/job-types/retail-and-customer-services/>

Keeping it local!



Stay up-to-date with some of the education, training and work opportunities in the Leeds City Region:



Careers-related news from TRGA and the local area!

Careers Drop-Down Day 2018

Hopefully you all enjoyed last week's Careers Drop Down Day and some of the careers-related sessions and presentations you got to take part in with other students in your year groups!

If you have any feedback about different activities or events you would like to see next year or have any further questions about what you heard on the day, please come and see **Mr. Webb** in **Room 203**!



STEAM School – New Video!

If you missed last week's STEAM School broadcast in form time on Friday, check out the video by following this YouTube link:

<https://www.youtube.com/watch?v=2OFzJq4t6W8&feature=youtu.be>

This week's interview was with **Craig Fenton**, Strategy Leader for **Google** in the UK and Ireland! Stay tuned for another video next week in Friday form time!



You can also visit some of these websites for more information...

Courses

There are lots of different qualifications and courses available at schools and colleges around the local area, from A-levels to vocational qualifications like BTECs!



Apprenticeships

You can also visit some of these websites for more information...

Apprenticeships involve training in an industry while working for an employer – this could be in anything from Animal Care to Law! As well as getting paid for the work they do, apprentices also complete a qualification with a college or training provider and can be a good option for students who don't want to stay in full-time education after 16!



volunteering

Volunteering is a great way to gain work experience in lots of different environments – you may need to be 16+ or 18+ for some of the opportunities available but because you are giving your time for free, you can do this type of work experience whenever you have the time to commit!

You can also visit some of these websites for more information...



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Getting a part-time job can help you to develop valuable work skills, like Communication, Problem Solving and Motivation and also help you earn money!



employment 4 students

