

# Job of the Week

## RETAIL BUYER

Retail Buyers are responsible for choosing and purchasing products to sell in retail outlets—high street, mail order or on-line sellers. They are required to research, forecast and analyse trends to ensure they select the best quality products that customers will want. It's important that they are able to communicate with other departments to make key decisions and present collections to senior managers.

### skills

- *Excellent Communication Skills*
- *Excellent Numeracy Skills*
- *Negotiation & Networking*
- *Commercial Awareness*
- *Ability to work under pressure*
- *IT & Analytical Skills*
- *Judgement & Decision Making*
- *Work to strict guidelines*
- *Teamwork & Leadership*
- *Interpersonal skills*
- *Confidence*
- *Creative flair and passion for retail*

### Key Info



#### Salary

Ave starting: £18,000—£25,000  
Experienced buyers: £25k—£45k  
Senior Buyers £45-£70k+



#### Qualifications

Degree in Retail or Business  
HND/Foundation Degree with practical experience



#### Routes

Good GCSEs / A Levels  
Degree in Retail or Business  
HND or Foundation alongside  
Practical experience



#### Labour Market

Sales/Marketing & related professions:  
UK: 705,659 Gateshead: 2,035  
UK Growth: +11.9% (2027-27)  
NE Growth: +12.2%(2017-27)



#### Working Hours

Usually 35-40 hours Mon-Fri  
Late hours to meet deadlines  
Travel away from home for Trade Fairs



#### Related Careers

Purchasing or Retail Manager  
Personal Shopper  
Retail Merchandiser

More info: UNIFROG



National  
Careers  
Service



School  
Website

