

Hammonds Flycatcher - Senior Export Merchandiser

Company Description

Hammonds Flycatcher is a leading manufacturer and brand of premium leather goods, specializing in wallets, belts, laptop bags, backpacks, duffle bags, messenger bags, and other leather accessories. With over 1 million satisfied customers and a strong reputation for quality, craftsmanship, and innovation, we are now expanding our presence in international markets.

As part of our global growth strategy, we are actively exploring export opportunities across Europe, the United Kingdom, the United States, the Middle East, and other emerging markets. We seek professionals who can help us build strong relationships with international buyers, distributors, importers, and retail partners while promoting Indian leather craftsmanship worldwide.

Role Description

This is a full-time on-site role for a **Senior Export Merchandiser** based in Kolkata.

The Senior Export Merchandiser will be responsible for identifying and developing international business opportunities, managing buyer communications, coordinating product development, handling export orders, and ensuring timely execution of shipments. The role involves researching global market trends, participating in international trade fairs, developing relationships with importers and sourcing agents, coordinating with factories and vendors, and ensuring compliance with international quality standards.

The ideal candidate will play a key role in expanding Hammonds Flycatcher's export business and establishing long-term partnerships in global markets.

Key Responsibilities

- * Identify and develop new export opportunities for leather goods across international markets.
- * Generate and manage leads from importers, distributors, wholesalers, retailers, and sourcing agencies.
- * Communicate with international buyers and handle inquiries professionally.
- * Coordinate product development and sampling based on buyer requirements.
- * Manage order execution from development to shipment.
- * Conduct market research on global leather goods trends, competitors, and pricing.
- * Participate in international trade fairs, B2B platforms, and export promotion activities.
- * Develop and maintain strong relationships with overseas buyers and sourcing partners.
- * Coordinate with production, quality, and logistics teams to ensure timely delivery.
- * Ensure compliance with export documentation and international quality standards.
- * Support management in developing export growth strategies and market expansion plans.

Qualifications

- * Strong communication and negotiation skills, particularly with international clients.
- * Experience in export merchandising, international sales, or leather goods merchandising.
- * Knowledge of global leather goods markets and export procedures.
- * Ability to identify and develop international buyer networks.
- * Understanding of product development, costing, sourcing, and production coordination.

- * Strong organizational and project management skills.
- * Ability to analyze market trends and convert opportunities into business growth.
- * Proficiency in Microsoft Office, Excel, and merchandising tools.
- * Bachelor's degree in Business, International Trade, Marketing, Fashion Merchandising, or a related field.
- * Experience in leather goods exports will be highly preferred.

Preferred Experience

- * Experience working with buyers from Europe, UK, USA, Middle East, or other international markets.
- * Familiarity with export documentation, international shipping, and compliance requirements.
- * Experience using B2B platforms such as Alibaba, IndiaMART, TradeIndia, Global Sources, or LinkedIn for buyer generation.
- * Existing network of international buyers or sourcing agents is a strong advantage.

Apply Here

<https://www.linkedin.com/jobs/view/4421364411/>