

**Location:** Atlanta, GA

**Target Hire Date:** Immediately

### **THE COMPANY**

Tigris Fulfillment Partners is a privately-held national distributor of kitchen and bath products, based in Atlanta, GA. We are building this company from scratch to address the great opportunity in the marketplace to distribute kitchen and bath fixtures better and faster to the nation's leading big box retailers, large e-commerce companies, and traditional kitchen and bath shops across the country. Our service will be built on a foundation of integrity and strong partnership with our customers and vendors. We are not your typical distributor!

Tigris is a wholly-owned subsidiary of Hajoca Corporation, the nation's largest privately-held wholesale distributor of plumbing, heating, and air-conditioning products. Hajoca has over 400 locations, called Profit Centers, throughout the United States, and these Profit Centers run as their own businesses and are rewarded with a robust profit sharing program. Since 1858, Hajoca has been blending the power of a national company with the freedom and independent feel of our decentralized business model. Tigris is no different.

Our leadership includes the founder of the very first master distributor in the kitchen and bath industry, as well as the former president of the most recent master distributor to serve this industry. We are building this company with both a great respect for the critical tenets of distribution and a fresh perspective on how to make a difference within a mature industry.

### **THE OPPORTUNITY**

**Merchandising Managers** own the relationships with our critical manufacturing partners. They oversee programming negotiations and promotional activities, and they partner with Operations to ensure effective Purchasing. They play an integral role in the entire product life cycle. They must enjoy tactics just as much as strategy – this role must be able to thrive both at 30,000 feet and in the weeds.

The merchandising team plays a significant role in business development, too. Knowing the intricacies of how we buy (and how our competition buys) helps us sell more effectively. Accordingly, growth opportunities for Merchandising Managers often come in the form of business development roles.

We expect our **Merchandising Managers** to be:

- Strong relationship-builders.
- Strategic thinker and polished presenters.
- Microsoft Excel gurus!

We expect our **Merchandising Managers** to possess:

- 4+ years of experience in a fast-paced business environment focused on strategy and analytics.
- A keen ability to build relationships and develop business strategy, both at 30,000 feet and in the weeds.
- Strong financial and analytics acumen.
- Passion for building greatness.
- Commitment to strong values and integrity.

Our commitment to you:

- You will learn how to build and run a business.
- Growth opportunities will be limitless. YOU dictate what's next for you, not a corporate policy.
- Very competitive compensation and an industry-leading benefits package (details below).

In addition to a competitive base salary, benefits of this role include:

- Profit Sharing
- Medical, dental, vision, and prescription coverage
- 401(k) and retirement cash account
- Life insurance
- Pre-tax accounts for healthcare and dependent care
- Paid vacation, holidays, and sick time

**Interested candidates should e-mail us at [jointeamtigris@tigris-fp.com](mailto:jointeamtigris@tigris-fp.com)**

*Tigris Fulfillment Partners is an Equal Opportunity/Affirmative Action Employer (EOE and M/F/Disability/Veterans.) We are a drug free workplace, with pre-employment drug screening required. Employment is contingent upon successful completion of a background investigation.*