



Wanted: Head of Purchasing Romandie

Location: Lausanne/Prilly

Start: 01.01.2020 or earlier

The company:

Farmy is a young company with offices in Zurich and Lausanne, as well as an IT team in Barcelona. Farmy is the No. 1 online marketplace for organic and regional products in Switzerland. Founded in June 2014 Farmy grew to the third biggest online grocery retailer and is serving over 40'000 Swiss households. Farmy represents over 1'300 farmers and food producers with around 12,000 products.

At Farmy excellence ranks first. Farmy, awarded several times as the No.1 Start-up of the year, the No.1 food online shop and online marketplace at the Swiss Digital Awards 2015-2019, stands for an excellent product and service quality. Furthermore, Farmy was selected as Switzerland's most favorite startup and sustainability champion by Swiss consumers (ROD-startup study, 2019).

You can find more about Farmy at www.farmy.ch. This image video highlights the benefits of the concept:

<https://vimeo.com/275821141>

The position:

As "Head of Purchasing" of our Lausanne Hub you will represent the product selection of Farmy.ch in the Romandie and be the main contact for farmers and food producers. You will be responsible for the whole assortment and communication with our farmers and producers. You will strategically define the assortment in close consultation with our Chief Purchasing Officer. You will manage a team of 2-5 buyers. You will be supported by our Head Office in Zurich, where we plan all campaigns and strategies in terms of product management, marketing and IT. You will report directly to the company's Chief Purchasing Officer. Your responsibility would contain:

- Built further and represent the assortment in the Romandie
- Select and establish relationships with farmers, food producers and wine makers
- Negotiate product margins and conditions with all producers
- Check ongoingly product quality and delivery correctness
- Analyse sales figures and monitor selling prices
- Manage content creation for producer profiles and product pages on Farmy.ch
- Scout new products for our assortment

Your profile:

We are looking for a person with an entrepreneurial spirit and a hands-on mentality

- At least three years of relevant experience at a FMCG/food company, high-end hospitality/gastronomy or a start-up
- Outstanding top-university degree (EPFL, ETH, EHL, HSG, etc.) in business, economics, hospitality or similar fields
- In-depth knowledge of Romandie's urban and social milieus
- Passion: You are a part of our target audience. Your fridge is filled with local, healthy and organic food.
- Language skills: French (mother tongue) and German (fluent written and spoken). Bilingue is a plus.
- Energy: Your goal will be to build THE next trending food start-up in the Romandie. We are looking for young people with a high level of energy and focus who are willing to go for the extra mile
- Autonomous working: You will receive all needed support and attention from the CPO and the founders, but soon you will manage most activities on your own. We do expect a highly independent and self-driven working mode.
- Affinity for data-driven decision making but also a goal-oriented and hands-on mentality
- Ability to manage multiple, complex tasks simultaneously, and prioritize appropriately for maximizing business impact

Our offer:

- Steep learning curve: You will learn a lot in a short amount of time. You will be proud to say that it was you who built up Farmy's brand in Romandie.
- Management position with a high degree of autonomous working
- Highly attractive compensation package with entrepreneurial component (details upon request)
- You'll be part of the Farmy Family and its success story. Farmy continually grows, and you will grow with us.
- Free fruits and drinks
- Employees discount at Farmy.ch
- Fitness club fee refund

Please send your CV to jobs@farmypost.ch

We look forward to welcoming you!