

## **Graduate Opportunities - Business & Strategy**

### **Summer 2020 Start, Berlin DE**

Shopping for the home is often overwhelming. Wayfair is an extreme case - it's visited by two million people daily, shopping across more than 10 million products: Home furnishings, décor, home improvement, housewares, and more. We work hard to conceal the complexity of this experience. Every customer should come away feeling like they've found the perfect item for them. Shopping for the home should be exciting, and we're the team that makes that happen.

Successful candidates will be placed into key functions across the business dependent on a combination of interest, skills and experience. Functional areas of interest and potential team placements include:

**Category Management** at Wayfair is the team that aims to offer an unparalleled selection of great value products for the home, paired with excellent customer experience. We are responsible for a specific product category (e.g., lighting, décor, bedding, kitchen) and to maintain relationships with suppliers. By working with key suppliers on a daily basis. Our objective is to grow the category by expanding the selection on our website, aligning promotions and operations, merchandising, and marketing activities with the respective teams, and ensuring price competitiveness throughout the catalog.

**Merchandising** at Wayfair is the team that creates our catalog of items and makes it easy for our consumers to navigate and shop the full catalog. We gather data and images on over 14 million items from many thousands of suppliers, across many countries and languages. We transform the data we receive into usable information in our systems so that consumers can find exactly the right item, judge if it fits their needs & aspirations, and so that consumers are shipped the right item. Main Merchandising is the objective group within Merchandising responsible for measuring and driving improvements in the quality of our product information.

**Promotions** at Wayfair is the team responsible for matching the right customer, with the right product at the right time. We use data to drive engagement and conversion by understanding how our customers shop and maintaining their interest through key touch-points, including email, the homepage, the sales page, and our print mail catalog.

**Buying** at Wayfair is the team responsible to increase our product selection by identifying new products to sell on Wayfair, establishing relationships with external suppliers and partnering with our Category Management team to prioritize product addition efforts. Strong negotiation skills along with relationship building skills are essential.

**Merchandising as a Service** at Wayfair is the team that is focused on creating high-quality visual media assets at a massive scale that enables our customer to feel confident in what she is buying, understand how to put a look together within Wayfair's catalog, and to visualize an item in context. We are developing this world-class competitive advantage in the merchandising space by building industry-

leading technologies, tools, and creative capabilities with regards to 3D modeling and computer-generated imagery.

**CastleGate Fulfillment**, a subsidiary of Wayfair, is the #1 direct to consumer fulfillment business in home goods. CastleGate's leading drop-ship operation boosts sales by delivering products to customers fast and safe outperforming essentially any other player in the market. Orders received ship out same-day with guaranteed next day delivery. CastleGate pairs cutting-edge technology with unparalleled operational excellence and support to offer a complete suite of fulfillment services including warehousing and inventory management; pick, pack and ship; and packaging services.

### What You'll Do:

- Collaborate cross-functionally to drive revenue and profitability for your product category
- Maintain relationships with a portfolio of suppliers & negotiate
- You will target opportunity areas and recommend solutions to drive result
- Analyze high level business trends to improve conversion on site
- Identify new, profitable opportunities for targeting and segmentation

### What You'll Need:

- Strong academic background in a Business or Technical related field
- Exceptional problem solving and analytical skills and a desire to enhance processes
- Fluency in English is required; any other European language (especially German, Polish, Italian or French) would be an asset
- Ability to multi-task, work in a team and thrive in a fast-paced environment
- Proficient with MS Office and especially MS Excel
- An entrepreneurial spirit and mindset
- Enthusiastic, with proven ability to rapidly get up to speed with job knowledge

### About Us:

Wayfair is one of the world's largest online destinations for the home. Whether you work in our global headquarters in Boston or Berlin, or in our warehouses or offices throughout the world, we're reinventing the way people shop for their homes. Through our commitment to industry-leading technology and creative problem-solving, we are confident that Wayfair will be home to the most rewarding work of your career. If you're looking for rapid growth, constant learning, and dynamic challenges, then you'll find that amazing career opportunities are knocking.

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