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QVC PLANNING INTERNSHIP

Our Planners have the “magic formula” to drive sales. Using a unique blend of numbers and science, the Planning team uses data to find just the right entry point for an item to maximize sales. Interns will analyze trends, historical data and inventory levels and then feed data to the team. Learn to create show recaps, research and organize data and learn how sales history, pricing decisions and retail trends are used to make strategic business decisions.

Essential Duties and Responsibilities:

- Learn the Sales and Product Planning functions through the supervision of Planning Staff. Partner with mentor as well as Merchandising staff to plan for short/long term maximization of sales that will be successful in electronic retail and which will meet/exceed the expectations of the customer.
- Analyze sales trends and be aware of inventory levels so as to maximize sales. Perform duties according to company policies and procedures with latitude for independent judgment and initiative.
- Learn how to evaluate shows and show segments, time of day, scheduled host, etc. in order to maximize sales performance and dollars generated per minute.
- Assist in the preparation of inventory and sales reports and in-depth analysis of major events for management review. Create show recaps and special reports for the Planners.
- Learn how to analyze the product life cycle by closely monitoring sales history, pricing, decisions and retail trends.
- Interface extensively with other QVC departments such as Merchandising, Broadcasting, Programming, etc.
- Perform other duties and projects, research and organize data, such as inventory levels, or a specific product groups.
- Acknowledge areas of strength and weakness, work to improve both, ask for help when needed.
- Be accountable to seek development opportunities to improve business knowledge and leadership skills.

Please note to be qualified for the internship you must meet the following requirements:

- Must be able to work 37.5 hours per week from May 28th- August 9th
- Enrolled at an accredited college or university (Must be a current student)
- Completed at least four (4) semesters of college from the following majors: Business Administration, Business Management, Operations, International Business, Marketing, Communications, and Merchandising.
- Experience in Retail is strongly preferred

ABOUT QURATE RETAIL GROUP

Qurate Retail Group believes in a third way to shop – beyond transactional ecommerce or traditional brick-and-mortar stores – for customers who crave engaging shopping experiences. The Qurate Group consists of eight leading retail brands: QVC, HSN, Zulily, Ballard Designs, Frontgate, Garnet Hill, Grandin Road and Improvements. Qurate Retail Group combines the best of retail, media and social to curate experiences, conversations and communities for millions of highly discerning shoppers. Together we reach approximately 370 million homes worldwide through 16 TV networks and multiple ecommerce sites, social pages, mobile apps, print catalogs and in-store destinations.

To apply – please check out www.qvc.com/careers

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