

Supplier Development Analyst



Position: Supplier Development Analyst, Client Engagement Team

Location: Stamford, CT

Reports To: Group Director, Client Engagement

Position Summary:

The Supplier Development Analyst is a critical role that impacts how Lapine researches, develops, presents and delivers effective marketing incentive solutions to our largest client. The role will be responsible for managing Lapine's current supplier relationships and analyzing market and client trends in order to strategically expand product and service offerings. Additionally, this position will be responsible for cataloging and presenting products, trends and solutions to the client and other internal and external stakeholders. This will be a highly cross functional and collaborative role working closely with our suppliers, client and internal stakeholders including, but not limited to: Client Engagement, Insights and Creative.

Primary Responsibilities:

- Nurture and build long-term relationships with strategic suppliers
- Maintain internal and client facing approved supplier, product and intellectual property documents and databases
- Research retail, consumer products and other market trends in order to identify new tools, resources and suppliers that allow Lapine to offer innovative solutions that align with the client's needs.
- Develop and maintain relationships with key client stakeholders as well as a deep understanding of the client's marketing and operational needs and strategies.
- Produce and present client facing product, service and trend presentations to client and Client Engagement team.
- Assist Client Engagement with ideation and creative development for new programs
- Attend industry trade shows and develop and distribute show recaps

Qualifications:

- A minimum of 3 years of experience in vendor relations, sourcing, and/or merchandising is preferred
- Ability to manage multiple projects and follow through to completion
- Exceptional detail-oriented skills; proficient in Excel, Word and PowerPoint.
- Self-starter with a can-do attitude and an appetite to learn.
- Organized, with the ability to exercise independent judgement and to prioritize tasks
- Natural interpersonal skills and a desire to build strong relationships
- Ability to pay close attention to detail and thrive in a fast-paced environment.
- A demonstrated ability to work and act as a team player
- Demonstrated successful use of negotiation and influencing skills

Company Overview:

At Lapine, we create products that consumers love to talk about. Products that extend the joy of shared moments, deepen experiences and amplify brand messages to create something bigger, more enduring. We embrace ideas born from meaningful insights rather than opinions, then forged in creativity and executed with certainty.

We think working hard while being surrounded by people who inspire and delight us are equally important. We feed off daunting challenges and big ideas and nothing feels better than when we help our clients look like heroes. It's in those moments, when our tangible work delivers the most important intangible emotion, that we have succeeded: when brands and their consumers feel the love. The result is a fast-paced, dynamic environment cultivated for individuals looking to build their careers in Merchandising, Insights, Operations, Creative, Digital Services, Project Management, Client Engagement, Marketing and more.