Quince

OUR STORY
Quince was started to challenge the existing idea that nice things should cost a lot. Our mission was simple: create an item of equal or greater quality than the leading luxury brands and sell them at a much lower price.

OUR VALUES
EVERYONE SHOULD BE ABLE TO AFFORD NICE THINGS. Quality shouldn't be a luxury. We're proud of our mission to bring the world's highest quality goods to people at affordable prices.

QUALITY IS MORE THAN MATERIALS. True quality is a combination of premium materials and high production standards.

WE FOCUS ON THE ESSENTIALS. From the perfect crewneck sweater to hotel quality sheets, we're all about high quality essentials that bring enjoyment to daily life.

WE'RE INNOVATING TO MAKE UNREAL PRICES A REALITY. Our uniquely developed factory-direct model lets us offer exceptionally high quality goods for much lower prices than our competitors.

ALWAYS A BETTER DEAL. We believe in real price transparency, for both our customers and factory partners. This way, everyone gets a better deal.

FAIR FACTORIES. We are committed to working with factories that meet the global standards for workplace safety and wage fairness.

OUR TEAM AND SUCCESS
Quince is a retail and technology company co-founded by a team that has extensive experience in retail, technology and building early stage companies. You'll work with a team of world-class talent from Stanford GSB, Wish.com, D.E. Shaw, Stitch Fix, Urban Outfitters, Wayfair, McKinsey, Nike etc.

THE IDEAL CANDIDATE:

We are seeking a motivated and detail-oriented Sourcing Associate to join our team in Hong Kong. This entry-level role is ideal for recent graduates with strong English communication skills who are eager to embark on a career in supply chain and sourcing management. The Sourcing

Associate will support the sourcing team in identifying suppliers, negotiating contracts, and ensuring the timely delivery of high-quality products.

RESPONSIBILITIES:

- Assist in supplier identification, evaluation, and onboarding to meet company requirements.
- Support the negotiation of pricing, terms, and contracts with suppliers to achieve cost savings and quality standards.
- Monitor supplier performance and maintain strong relationships to ensure reliability and compliance with company policies.
- Conduct market research to identify trends, risks, and opportunities within the supply chain.
- Collaborate with internal teams (e.g., design, production, and quality assurance) to align sourcing strategies with business goals.
- Manage data collection and analysis for procurement activities, including cost analysis and benchmarking.
- Help coordinate logistics to ensure timely delivery of materials or products.
- Maintain accurate records of sourcing activities and supplier agreements.

REQUIREMENTS:

- Bachelor's degree in Supply Chain Management, Business Administration, International Trade, or a related field.
- Strong proficiency in English (written and verbal); Mandarin proficiency is a plus.
- Excellent communication and interpersonal skills to work effectively with suppliers and cross-functional teams.
- Analytical mindset with attention to detail for data analysis and problem-solving.
- Proficiency in Microsoft Office tools (Excel, Word, PowerPoint) for reporting and presentations.
- Ability to adapt quickly in a fast-paced environment.

PREFERRED SKILLS:

1. Familiarity with procurement or sourcing processes through internships or academic projects.
2. Basic knowledge of supply chain management principles and market dynamics.

Further Information:

- Working hours: 8 hours a day, 5 days a week

- Location: Units 1605–1606, 16/F, Enterprise Square Two, 3 Sheung Yuet Rd, Kowloon Bay, Kowloon, Hong Kong
- Please feel free to send your resume to lily.zou@onequince.com or keith.yau@onequince.com