

Store Manager / Luxury Shoe Brand (Emaar AVM)

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Company: Michael Page

Location: İstanbul

Category: other-general

- Monitor and achieve store performance with relevant KPIs,
- Analyse the business, propose and implement action plans to improve results, generate sales for each product category,
- Demonstrate sales leadership for staff and set performance targets for team and individual with relevant KPIs,
- Manage and supervise the team in the correct execution of all company operating and stock procedures,
- Manage customer service quality, to meet client's expectations by offering excellent customer service standards,
- Develop loyal clients and implement appropriate CRM tools and clienteling actions including in-store events,
- Motivate employees to maximise team spirit, promote teamwork and maintain harmonious staff relations,
- Identify individual and team training needs to develop Talents and communicate these needs to

HR Department,

- Review and submit sales and operational reports to management in adherence to company's KPIs and policies,
- Ensure that company standards are applied and maintained all times across the customer service, internal control, VM and back office activities (stocks, administration, etc.).

Array

- Min 5 years experience in Fashion/Luxury Sales, especially in management,

- Bachelor's or Master's Degree,

- Strong selling and communication skills are necessary,

- Excellent relationships skills, self-reliant, friendly and patient,

- Leadership, confidence, organisation, professionalism,

- Strong customer orientation skills,

- Goal oriented approach, multitasking,

- Computer skills and Retail management system knowledge,

- Strong knowledge and/or interest for fashion/luxury industry,

- Fluent English. Other languages are a plus

One of the well known global luxury shoe brand

Great Career Opportunity in Luxury Shoe Brand

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