

Turkey Jobs Expertini®

Team Manager

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Company: Louis Vuitton Malletier

Location: Turkey

Category: other-general

Position

Louis Vuitton Istanbul Airport is seeking a high caliber, commercially minded **Team Manager** with a thorough understanding of the luxury market and a key focus on team and client development. In a context of constant growth, this role will lend leadership support to the overall business and team.

As a role model for the team and wider business, you will need to demonstrate superb sales leadership skills in respect to building your personal client portfolio, driving client repurchase rates & cross selling thus ensuring that all business opportunities are maximized through efficient sales floor management while also ensuring that each client who visits the store has a memorable and world class customer experience.

In collaboration with the Store Manager you will have ownership for the business by recruiting, developing and leading the team, fostering & developing client relationships, while also being strategically agile in order to drive strong sales results. Additionally, you will be responsible for providing market expertise in relation to client needs and developing strategies to maximize product performance by leveraging visual merchandising, client development training and team animations.

To be successful in this role you must be commercially minded with a thorough understanding of the luxury market ideally gained within the retail sector. With extensive people management skills and a flare for world class customer services, you will continuously strive to exceed our customers' expectations. Given the fast-paced nature of our business you must have an agile approach to your role and thrive working in a dynamic and evolving environment.

DUTIES & RESPONSIBILITIES

Selling and Floor Management

Act as a role model demonstrating sales leadership to the team, support them with their own sales foster cross-selling and Client repurchase.

Build and develop own client portfolio.

Ensure business opportunities are maximized through efficient sales floor management, being a visible presence and support and ensuring the LV standards are achieved.

Team Management

Support team with consistent coaching; identify their development and training needs, partner with Field Coach Trainer to tailor individual action plans.

Identify, recruit, and develop talent, secure succession plans in collaboration with Store Manager.

Set individual and team goals; proactively assess and manage performance against expectations.

Manage and motivate the team to drive the business: create a positive and harmonious work environment, foster cooperation.

Client & Business Development

Support the team in building long term Client relationship, leveraging the different clientele tools.

Establish a client-centric mindset in store to ensure the highest level of Client experience and proactively handle Client related situations.

Communicate and inspire the team on corporate strategy and relevant business information (animate morning briefings, training).

Proactively provide the Country office with product recommendations and qualitative feedback based on local knowledge about the market and Client needs, leveraging expertise and knowledge within team.

Put in place action plans to boost business and maximize product performance, leveraging

visual merchandising, clienteling, training and team animations.

Operations

Is knowledgeable enough on shop floor procedures and sales operations to help the sales team in daily floor activity.

Profile

Passion for the Brand. Management & Leadership; Responsibility & Ownership; Professional attitude.

REQUIRED EXPERIENCE

Minimum 8 years of working experience, of which at least two of them in retail sector, with a demonstrative track record in sales, leadership, and management skills.

Strong knowledge and genuine appreciation of luxury products and Client.

Turkish and English are mandatory, other languages are a plus.

Digital Proficiency.

As an employee at Louis Vuitton, you can expect to be provided with industry leading training which offers you an in-depth insight into the luxury retail field. In addition, and upon performance and attitude, you will receive unparalleled career development opportunities, both locally & globally, in addition to learning from the very best colleagues, managers and mentors.

Additional information

Louis Vuitton respects and promotes equal opportunities. We celebrate and embrace the uniqueness of each individual and are committed to creating an inclusive work environment.

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