



Retail Manager / リテールマネージャー

外資系ラグジュアリーブランド

Job Information

Recruiter

Ascent Global Partners

Job ID

1471319

Industry

Apparel, Fashion

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 8 million yen

Refreshed

May 9th, 2024 14:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

- Oversee daily operations of the retail store, including sales performance, staffing, inventory management, and customer service.
- Lead and motivate the retail team to achieve sales targets and deliver excellent customer service.
- Develop and implement sales strategies to drive revenue growth and maximize profitability.
- Ensure adherence to brand standards, visual merchandising guidelines, and store presentation to enhance the luxury shopping experience.
- Analyze sales data and customer feedback to identify trends, opportunities, and areas for improvement.
- Train and develop retail staff on product knowledge, sales techniques, and customer service standards.
- Foster positive relationships with clients, providing personalized service and cultivating customer loyalty.
- Manage budgets, expenses, and resources effectively to optimize store performance.
- Collaborate with corporate teams on marketing initiatives, product launches, and special events.
- Ensure compliance with company policies, procedures, and regulations.

Required Skills

- Bachelor's degree in Business Administration, Retail Management, or related field.
- Minimum of 10 years of experience in retail management within the luxury fashion industry.
- Strong leadership and interpersonal skills with the ability to inspire and motivate a team.
- Excellent communication and customer service skills with a focus on building client relationships.
- Proven track record of achieving sales targets and driving revenue growth in a retail environment.
- Thorough understanding of luxury fashion trends, brands, and customer preferences.

Company Description