



Store Manager for the Victoria's Secret Beauty & Accessories Store at Vienna- Vienna Airport.

OVERVIEW OF ROLES AND RESPONSIBILITIES

The store manager is responsible for a team of assistant managers and associates that will deliver a best in class customer experience that leads to profitable top-line sales growth. Store manager is responsible for operational execution that ensures maximum productivity, profitability and compliance with company initiatives and procedures. Store manager's main responsibilities fall into three main categories:

Building Talent, Building Capability, Building the Brand.

Building Talent:

- Owns the talent management lifecycle of direct reports including onboarding, assessment, retention, career development, succession planning and recognition
- Leads the sales leadership team and associates and is responsible for total store results
- Ensures facilitation and execution of company initiatives; including systems, selling strategies and product education
- Supports, models and enhances all selling and sales support behaviors to ensure a seamless customer experience
- Partners with field leadership to establish clear performance goals and objectives for the total store
- Plans and facilitates leadership team meetings and ensures consistent communication to all associates
- Promotes associate relations by creating a positive work environment and resolving associate relations issues

Building Capability:

- Analyzes business results and creates SMART action plans to drive total store results
- Owns workforce management; including writing the labor schedule and assigning Customer Sales Lead shifts to store leadership team
- Owns budgeting related to payroll, wage rates and controllable expenses
- Ensures merchandise flow functions are executed in a timely and efficient manner; including processing receipts, backroom organization, sales floor recovery and replenishment
- Owns physical inventory preparation and execution
- Ensures development and execution of loss prevention strategies to reduce shrink
- Leads company initiatives to provide a healthy and safe working environment
- Leads execution of company standard operating procedures; including disposition of damaged merchandise and other compliance related items

Building the Brand:

- Demonstrates excellent customer sales lead behaviors leading to successful segment results
- Ensures flawless execution of sales floor and marketing changes to enhance an exceptional customer experience

- Ensures brand standards are met and sustained with compelling visual presentation; including identifying and executing sell down strategies to keep the sales floor full and abundant
- Manages and resolves customer relations issues

A minimum of 2 years of experience in a similar position is required.

Professional and educational background in beauty & accessories, women fashion and travel retail industry as well as knowledge of MS Navision would be considered an asset.

Only applications in English will be considered.

Monthly gross salary: 1900 euro

Company Description

AGORA TRADING is a privately-held company operating in the Retail Industry, with a deep expertise in opening and operating retail stores in Travel and Domestic Retail locations. The company is Limited Brands 'partner for its international development in a wide geographical territory and maintains a current focus on opening and operating retail boutiques in leading International Airports.

VICTORIA'S SECRET: Limited Brands' biggest brand, Victoria's Secret is an iconic specialty retail brand in the US with a diversified product range that includes lingerie, accessories, perfumes and cosmetics. The brand name is equivalent to all things feminine and sexy including our intimate apparel, sleepwear and beauty products, Sexy and sophisticated, powerful and dominant, known and desired around the world.