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# Example of Concession Manager Job Description

Our growing company is searching for experienced candidates for the position of concession manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for concession manager

* Actively recruit and retain the best talent- recruit the best team for your concession and invest your time to train/coach them
* Conduct regular performance reviews and probation reviews
* Creating a centralized repository for terminal concession agreements
* Continuously reviewing the agreements and identify contractual risks, obligations, and improvement areas
* Establishing KPI’s to track performance to foresee need for contract negotiations, renegotiations or finalizations
* Ensure that new concession agreement comply with and include group legal policies
* Look for opportunities to further optimize all concession contracts, and assure the organization to the extent possible adhere ‘best-of-benchmark’ concession contract
* On a frequent basis interact with the stakeholders, both regionally with Heads of Terminals locally with the terminal Managing Directors - to receive performance and status updates, and identify next steps for all the relevant concessions
* Liaise with relevant function within the global organization for updates and support
* Support team(s) ahead of and during concession contract negotiations

## Qualifications for concession manager

* Passionate about our brands / product
* Passion for denim, fashion & high street trends
* You will have a proven successful experience selling luxury products and managing sales teams
* You possess excellent communication skills, a sense of responsibilities
* You are well-organized and have a working knowledge of Microsoft Office
* Ideally, you have your own customer file and are fashion-oriented