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# Example of Senior Manager, Retail Job Description

Our growing company is looking for a senior manager, retail. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for senior manager, retail

* Ensures Fire Safety & Health & Safety procedures are in place and followed
* Supports the setup of in store events to ensure successful execution
* Develop and maintain regular branch activities to ensure effective client contact is maintained through the team to develop relationships and identify client needs are being met, to probe/listen for new growth opportunities
* This role reports to the AVP Retail Banking and provides support in managing a select group of the Retail Staff
* Work closely with the AVP Retail to implement programs and procedures to ensure the branch’s retail administration is functioning effectively and complies with applicable policies & regulatory requirements in all areas of retail banking and retail operations
* Accountable for building predictive models for personal and small business clients that balance growth and risk
* Leverage mathematical optimization capabilities and industry/business expertise to improve our performance in delinquency, loss prevention, collection, loan growth and margin enhancements
* Support the implementation of all models in the scoring platform through pre & post-implementation testing of all models
* On a regular basis review data sources and structures for changes or enhancements with the view to identify and recommend new data sources that will maximize analytic output
* Keep up to date on best practices in model building techniques

## Qualifications for senior manager, retail

* Demonstrated experience building and maintaining business relationships
* Prior recruiting in a retail or seasonal environment
* Ability to influence colleagues above and below current level
* Ability to successfully build relationships and interact with all levels in the organization, including executives
* Minimum 5 years of planning experience including a minimum of 2 years supervisory experience
* Position requires 6 to 8 years of retail experience to include 4 years in a supervisor/manager role