



Example of Director, Retail Job Description

Powered by www.VelvetJobs.com

Our innovative and growing company is looking to fill the role of director, retail. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for director, retail

- Partner with Distribution Center to plan and manage weekly/monthly shipments based on financial targets
- Advanced knowledge of Excel (V-lookups, complex formulas, pivot tables, macros)
- Provide consistent feedback and keep senior management updated through proactive monitoring of key issues in Retail
- Develops, manages, and achieves Company sales and profit goals for the retail stores
- Analyzes retail sales, develops and updates retailer budget
- Partner with licensees and promotional partners with sell in of products at specialty channels for all relevant SPE film properties
- Be the group's "Specialty-expert"
- This person should be somewhere around 70% technical and 30% sales oriented
- Utilize existing retailer relationships to identify/further build their digital success through our platform implementation
- Work directly with IT teams & retailers to successfully implement and roll out platform

Qualifications for director, retail

- Ability to work effectively across functions/departments
- Strong skills in coaching and performance development that results in the accomplishment of goals through direct reports

- Solid understanding of business unit operations and key processes where Retail/Omni is required
- Undergraduate degree in related technical discipline
- At least 6 years of experience influencing senior level executives OR at least 6 years of experience influencing regulators