



Example of Director, Retail Job Description

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Our growing company is hiring for a director, retail. 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 director, retail

- Partner with Marketing & Creative team to plan and promote retail signage and marketing efforts
- Work with VM/GM North America to develop and evaluate strategies for opening new store formats including optimization plans that respond to regional, seasonal, and geographical needs
- Strategically support growth of the fleet to meet future expectation and growth of the retail division
- Monitor and maintain compliance of all policies and procedures
- Establish ongoing routines with Regional Sales and Education Directors (RSED) and Operations team to ensure operational priorities and process/procedure changes are communicated, understood and executed consistently across the region/markets
- Act as the liaison between the subject matter teams (Planning, HR, Business Development) and front line execution effectiveness
- Advise Regional Sales and Education Directors on results against established goals
- Facilitate problem resolution on issues related to facilities, maintenance, transaction process, loss and risk management, transportation, business partner support
- Integrate and collaborate with RSED's and Ops team to identify gaps and provide integrated coaching
- Maintain a presence in the field in order to effectively support Regional Sales

Qualifications for director, retail

- 8-10 years minimum of multi-store management experience (hard lines preferred)
- Expert skills in creative digital/POS/Mobile sales and innovation
- Proven ability to prepare high-quality analysis and other deliverables which internal and retailer executives can rely upon when making strategic decisions
- Superior teamwork skills, with the ability to work business partners
- Familiarity with POS and syndicated data
- All Pillars (Channel agnostic)