



# Example of Director, Retail Job Description

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Our innovative and growing company is hiring for a director, retail. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for director, retail

- Prepare and manage budget(s) and financial targets
- Meet with direct reports on a regular basis (weekly, monthly, quarterly, ) to communicate company information including new initiatives, financial performance, goals and objectives, benchmarks and best practices
- Strong leadership skills and ability to support and motivate a high performing team
- Adaptability/flexibility in a fast-paced, dynamic business environment
- Ability to learn systems and new processes quickly
- Experience working with allocation systems required, experience with JDA is a plus
- Provide Training activities if necessary
- Develops, manages, and achieves Company sales and profit goals for the
- Identifying, recommending and negotiating with strategic alliances, partners, third party suppliers and/or acquisition targets to improve profitability, customer experience
- Supports Consumer/Retail Division's Strategy of the Retail(Branch & ATM) Buildings

## Qualifications for director, retail

- Develop and deliver innovative and irresistible shopper merchandising solutions that engage shoppers at the point of purchase and convert them

- Accountability for development and deployment of Ambient Merchandising Solutions/Racks, Print POP, Specialty Premiums, or Cold Drink Equipment in support of National Pillar Programs, Category Commercialization brand specific needs – Large Store, Small Store Retail Channels
- Delivers annual innovation plans across all merchandising materials platforms, aligned to Channel and NRS Customer/Franchise Bottler Priorities & Stated Needs
- Stewards strong cross-functional working relationships with Brand, Coca-Cola Design, Shopper Pillar Team, Procurement, NRS Customer Marketing, Finance, Commercial Execution
- Ensures People Leadership (Development, Performance Management, Coaching) to leverage talent and experience within the organization
- 3 to 5 years or more experience working in a “high volume” productivity-focused environment, preferably with background in leasing, retail leasing, and/or a business development sales position