



Example of Retail Senior Manager Job Description

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Our innovative and growing company is searching for experienced candidates for the position of retail senior 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 retail senior manager

- Synthesize pricing, distribution, and sales information to make informed business decisions
- Manage budget, advertising scope of work, and key deliverables
- Monitor and benchmark competitive activities and strategies
- Liaise with Retail business and system teams to drive automation feature solution development and adoption with aim to improve efficiency
- Partner with Global Retail Training Team and CN business SMEs (Subject Matter Experts) to design and roll out Retail Functional and Negotiation training curriculum and content
- Drive overall executive business management for group, including deeply understand the business drivers and levers in order to run the performance RoB for WW Channel Sales
- Maintain end-to-end view of the Channel Sales business to create and implement processes to support CDS priorities that drive efficiencies for the Channel Sales global organization
- Manage CDS long-range calendar and rhythm of the business (ROB), including partnering with Business Operations and R6 Sales leadership to track business actions and drive to closure
- Drive alignment across teams inside CDS, across the company, and day-to-day management of the Channel Sales team to insure cohesive, high-performing team
- Build CDS Channel Sales Community calendar and equip CDS R6/SR13 Sales

Qualifications for retail senior manager

- Demonstrated ability to interpret policy and governing documents
- Ability to coach, counsel, and develop others, proactively sharing information and expertise for the benefit of the team
- University Degree and/or equivalent experience
- Branch Compliance Officer (BCO) training and designation is required for the position
- Graduate degree in Finance, Economics, Business or related field
- Minimum 10 years Retail Management experience and successfully leading, managing and developing multi-store, multi-channel retail team