



Example of Senior Manager, Retail Job Description

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

- Around 6 years banking experience and an understanding of all aspects of retail lending
- Build a high performance team by recruiting, training and retaining the best talent
- Developing a high-performing and engaged workforce while adapting quickly to rapidly changing contexts while maintaining quality and timelines
- Providing the Head of Credit Risk for Unsecured and Everyday Banking, the Chief Credit Officer for Consumer and Risk Committees with relevant and material credit risk updates on strategies, performance, and emerging risks with proposed action
- Integrate with Brand and Digital Marketing teams in the development and execution of retailer programs with a consistent consumer experience across all touch-points (national retailers in-store, TV, mobile, digital, social,) and that grow the category, build brand equity, and drive incremental merchandising
- Manage creation of in-store materials, including point-of-purchase communication, temporary displays, promotional materials, and other resources to enhance in-store experience
- Successfully manage agency and vendor relationships to deliver flawless execution of programs through strong project management, budgeting, creative briefs and conformance to objectives
- Internalize and translate shopper, customer, category insights and

- Develop and implement learning plan to measure and track program results and dealer satisfaction
- Complete full analysis of programs including expected return based on sales and consumer data, sell-in, and post-program evaluation

Qualifications for senior manager, retail

- CEO and management information is of key importance to the business and Finance's partnership is critical
- Ability to work in a fast-paced, dynamic environment a must
- Detail-oriented, self-motivated and has excellent customer service skills
- Proven supervisory experience, organizational, analytical and decision-making skills
- Ability to provide leadership for a 100+ member department
- Flexibility in adjusting priorities