



# Example of Senior Manager, Retail Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

Our innovative and growing company is looking for a senior manager, 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 senior manager, retail

- Risk Supervision Framework - Design and implementation
- Own, establish and manage the business relationship with the key accounts to keep elevating our Brand presence and to deliver sustainable and profitable growth
- Develop network with the key accounts (aligned with our Brand strategy and functional to support profitable growth) and successfully manage the relevant negotiations
- Identify new business opportunities, acquire new luxury accounts and evolve the relationship with the key accounts to gain higher Brand penetration
- Monitor the market and competitive dynamics, in order to be able to always deliver a competitive advantage and to be proactive in managing business risks and opportunities
- Partner with Country GM and Regional top management to share the markets dynamics, to be aligned on the distribution and product strategies and to strategize about potential evolution of the business model
- Drive higher Brand consistency and elevation, to share best practices and product strategies across different channels and to provide valuable insights on duty free channel dynamics and competitors
- Partner with HR, VM, Communications & Marketing, and Training teams to effectively support to be fully aligned with global strategies and team development
- Partner internally with Planning & Allocation, Finance, Credit Management

- Lead and develop the duty free sales team to achieve brand elevation and performance in duty free doors

## Qualifications for senior manager, retail

- Bachelor's degree from an accredited university in Business Administration, Marketing, or related major
- Influencing and Negotiating – must be able to lead cross functionally and influence effectively
- Forward thinking and not content with the status quo
- An advanced degree in Architecture, Engineering, or Construction Management is preferred
- Good with reporting and publishing dashboards
- To have good knowledge on Retail banking and its services offered such as Loan Accounting, transactional accounts, mortgages, personal loans, debit cards, and credit cards