

## About the company

The first Sandersons Department Store was founded in September 2016 in North Sheffield. The independent boutique store introduced a huge range of national and independent brands never seen before in the area. The team at Sandersons are renowned for providing a totally unique shopping experience through exceptional and personal customer service, a diary of exciting instore events and an offer of special brands and products. Sandersons also operates a successful online store, founded in November 2017.

Sandersons is now expanding and we are delighted to have the opportunity to open our second store in the beautiful town of Morpeth!

We are looking to build a team of diverse and unique individuals for our brand-new store at Sanderson Arcade, Morpeth. Every person who works for Sandersons shapes our company and helps contribute to its success.

## About the role

The Store Manager is fully accountable for; driving revenue, controlling costs, leading an empowered team, developing and retaining talent, providing exceptional service and delivering to all legal compliance requirements. The Store Managers role will lead the entire store and manage their staff to deliver the store's business plan and people goals and will constantly look for new opportunities and ways of working to keep the business successful.

## What you'll do

### **Drives Business Results**

- Drives the analysis of performance through the business KPI's.

### **Through leading and coaching**

- Achieves sales goals.
- Optimises salary budgets to achieve agreed payroll percent to sales.
- Accountable for controllable costs.
- Actively manage the P and L look for new ways to drive sales and reduce costs.

### **Ambassador for the Store and Brand**

- Delivers outstanding visual presentation and effective merchandise and inventory management.
- Leads store team to deliver the best customer store experience through:
  - Fitting rooms service
  - Selling skills
  - Shop floor replenishment and productivity
  - Customer outfitting / Personal Stylists

- Visual execution and commercial use of both space and fixture
- Sets and embeds Brand standards

### **Inspire the Team**

- Provides outstanding leadership to the store team generating high levels of motivation and commitment.
- Completes and delivers the manpower plan for the store.
- Live performance management. Creates a climate of high-quality feedback, coaching and development.
- Creates training and development plans for team.
- Ensure the store team are fully trained.

### **Ensures Compliance**

- Holds themselves and the store team accountable to all Sandersons standards of performance.
- Achieve compliance in Risk Management and Health & Safety.
- Ensures shelf availability, data integrity, shrink control, P&P compliance.
- Delivers effective payroll management in store.
- Controls losses through effective loss prevention plans.
- Monitors and implements quarterly Ops audit.
- Proven leadership and communication skills.
- Must have excellent verbal and written communication skills and the ability to influence staff.
- Must have high sense of urgency with demonstrated ability to work independently and to make effective decisions in a timely manner.
- Allocates time effectively, handles multiple demands and competing priorities.

### **Who we are looking for**

#### **Experience Required**

- Demonstrated management skills as Store Manager or Associate Manager.
- Proven track record in people development, manpower planning time management and strong leadership qualities.

#### **Additional Requirements**

- Ability to work a flexible schedule to meet the needs of the business may require weekends and evening shifts. Overnights may be required.

Full time role of 40 hours per week. To apply for the role of Store Manager please send your CV to [lisa.fox@sandersonsdeptstore.co.uk](mailto:lisa.fox@sandersonsdeptstore.co.uk)

