

VACANCY Sales Manager

Department: Retail

Reports to: Cluster Store Manager (Cannock Stores)

Direct Reports: Customer Service Assistant, Sales Assistant, Volunteers

Designation: Permanent (4)

Salary: £10.00 per hour

Hours: 20 hours per week – Friday 2.00pm to 10.30pm, Saturday 12.00pm to 8.30pm and Monday 7.30am to 11.30am

Benefits / Equipment:

Annually 30 days holiday inc. Bank Holidays (120 hours)

Access to Newlife Pension Scheme

Staff discount, following 12 weeks service

Health Cash Plan at level 1, post probationary period

One weeks company sick pay (pro rata)

Allocated parking permit

About Newlife:

Newlife's mission is to save and the change the lives of disabled and terminally ill children, across the UK.

We have over 25 years of success and we continue to help these children and their families, by funding:

- Free national Nurse manned helpline
- Specialist equipment grants
- Emergency equipment loans
- Funding child health research
- Taking action to campaign for change
- Operating a 'training into work' opportunity for disabled adults
- Protecting the environment

You can find out more about Newlife the Charity for Disabled Children by visiting our website:
www.newlifecharity.co.uk

Post Summary:

The Sales Manager role in Newlife is unique, in that it allows you to create the extraordinary by working alongside the Duty Manager to manage stock to drive sales in your store in turn to generate money for Disabled Children.

Our stores are not charity shops but instead a heaven for bargain hunters and savvy fashionista shoppers that wish to buy high street products at discount prices. No two days are the same, due to the nature of the business the product type can change therefore you have to be a quick thinker and fast on your feet to change the layout and merchandising to drive sales. You must be commercially minded, people focused, deliver operational excellence and put the customer first at all times.

The organisation culture is based on a clear Mission, Vision and Values (MVV) which you will assist in implementing throughout your team, by role modeling the behaviors at all times.

You will need to have previous retail management experience and you will assist with the maximisation of retail sales and profit through the effective management of stock to maximize sales , you will live and breathe KPI's and work with a customer first mentality in all you do.

In addition you will support in a Relief manager capacity to cover for the Duty Sales Managers during periods of holiday and other absence and therefore will need to have previous operational retail management experience.

If you feel you have the essential (must have) requirements and can also demonstrate a significant number of points from the desired (could have) requirements shown, please apply.

Essential Requirements:

- Previous experience working in a retail environment at a management level.
- Previous operational experience (cashing up, stock release and ensuring all company procedures are followed).
- A desire to take a lead role in stock management on key shifts to drive sales
- People management experience, including: recruitment, inductions, training and performance management issues.
- Excellent communication skills allowing you to engage quickly with your teams, wider Newlife employees and customers visiting the store.
- Ability to demonstrate effective customer service through your team.
- Ability to support the delivery against a number of KPI targets.
- The ability to lead, motivate and engage your team to deliver service and targets.
- Ability to manage performance within your team using policy and procedure.
- Enthusiasm and be a self-driven individual who can use their initiative.
- Ability and experience in delivering and driving customer service in a busy retail environment.
- Great attention to detail.
- Experience of administrative and back office processes that are related to a sales management role including reporting.
- Experience of being a key holder with responsibility for opening and closing a store.
- Experience of stock loss and store security including security checks.
- Excellent IT skills, proficient in Word, Excel, Access and Outlook.
- Flexibility to meet the requirements of the management rota including availability to work evenings and weekend.
- Good numeracy and literacy ability

Desirable Requirements:

- Prior experience of working for a charity.
- Prior experience of working in or with a warehouse
- Experience in staff scheduling / rota's.

Primary Responsibilities:

In respect of Newlife you will have responsibility for:

Compassion

- Help develop a culture which is reflective of the Mission, Vision and Values (MVV) which you will help drive throughout your team, by role modeling the behaviors at all times.
- Lives and breathes KPI's: takes a resilient approach, knowing when to adopt their approach with the team to maintain high levels of motivation and engagement.
- Reporting any deficiencies in facilities within your store which detrimentally affect the customer experience or puts any staff, contractors, visitors or customers at risk.
- Demonstrating diligence for safeguarding stock, equipment, consumables including management of entry/exit points, assisting with security checks where required.
- Show resilience, taking feedback on board and delivering any feedback in a positive way to ensure the team remain engaged.
- Know when it is appropriate to drive forward own views, provide challenge or when to let things go.

Make things happen

- Visit and liaise with the warehouse to assess available stock and to ensure stock requirements are met
- Manage and organise the stock preparation area, creating efficient systems that can be maintained in your absence to facilitate stock release in order of priority.
- Manage the updating of sock counts
- Work in conjunction with the Merchandising team to maintain merchandising standards.
- Exceeding expectations of commercial targets and KPI's (round up, refund conversion, growing customer database, ATV, ASP to name a few).
- Creating energy and pace.
- Training of all Customer Service and Sales Assistants to ensure understanding of operational requirements including till and cash handling and customer service.
- Be proactive, creative and commercial to sell the product allocated.
- Assist the Cluster Store Manager to develop and implement SLAP (Stock Loss Action Plan), review on a monthly basis.
- Feedback in a positive constructive manner opportunities related to: events, stock (depth and width), marketing, promotions and service.

Leading in the field

- Effectively manage staff allocated to stock release to maximize stock release.
- Report to the Cluster Store Manager where there are stock over orders or shortages to create an action plan.
- Deliver profitable sales through: stock rotation to minimise discount, effective stock ordering, maximize sales opportunities, control costs and building customer loyalty.
- Ensures the behaviors, ways of working product handling and merchandising in store avoids the perception of being a charity shop whilst ensuring stock availability and merchandising standards are met.
- Make sure every item on the shopfloor is priced.
- Delivery of operational excellence in all processes: standard BOH, cashing up, stock release opening / closing the store and ensuring all company procedures are followed.
- Stock release of desirable / premium brands to create bounce back and excitement.
- Being self-aware and proactive about your own development.
- The opening and closing of the operation when on duty.
- Ensuring completion of any relevant reports and operational administration.

People at our heart

- Creation of a mentality of Customer First at all times, ensure customer first and task second, a heads up mentality on the floor and ensure customer remains at the forefront of everything.
- Creation of a great place to work.
- Supporting the recruitment, induction and training of staff and volunteers.
- Resolving customer complaints to achieve win:win for both Newlife and the Customer.
- Ensuring effective communication between yourself and the Cluster Store Manager.
- Creating of a supportive sales floor culture to enable all retail team members to develop and maintain confidence, consistently perform to their true potential and use initiative to pro-actively and effectively deal with challenges.
- Working closely with your sales team to ensure compliance with all Newlife performance requirements, policies and procedures and in conjunction with the People team, implement appropriate formal action in line with Newlife disciplinary and performance procedures if required with support from the Senior Retail Manager or the People Department where required.
- Communicating effectively and regularly with the Cluster Store Manager, your team and the wider Newlife management team to ensure a consistent flow of information to support the effective operation of the business.

Additional Responsibilities / Expectations:

- Work in accordance with all internal policies and procedures.
- Adhere to all Health and Safety policies and procedures and use all equipment in a safe and appropriate manner.
- Always compassionate and deserving of trust.
- Willingness to train and develop as required.
- Willingness to commit to our policies around equality and diversity.
- The commitment to be part of the culture of what makes Newlife different and successful.
- Ability to build good appropriate relationships with people at all levels while maintaining confidentiality and respect of your colleagues.

- Any other duties as required from time to time.

Notes:

All offers of employment will be made subject to satisfactory references being received.
All Newlife roles are subject to a 6 months probationary period.

Our Values:

- Always compassionate and deserving of trust - in all we do.
- Making things happen - for those we serve.
- Leading in our field - to make things better
- People at our heart-every day

Interested?

Find out more about Newlife by visiting www.newlifecharity.co.uk and www.newlifestores.co.uk/landing/ or see what the current employees say by visiting www.newlifecharity.co.uk/docs/about/employment.shtml

To apply:

Submit a Newlife application Form which is available from our website or by calling The People Team (01543 431495) or by visiting the SuperStore in Cannock, via online submission, via email to peopleteam@newlifecharity.co.uk or via the post to Newlife Centre, Hemlock Way, Cannock, Staffs, WS11 7GF. Alternatively you can send us your CV.

If you have any problems with completing the application form or would like further information please email call the People Team.

Newlife the Charity for Disabled Children is an Equal Opportunities Employer and a Disability Confident Employer.

Other Info:

Newlife the Charity for Disabled Children - Registered Charity Number: 1170125 in England & Wales

