



Senior Retail Manager

- **Vacancy for:** 5
- **Posted on:** May 14, 2018
- **Deadline:** May 22, 2018, 11:55 p.m.

Basic Job Information

Job Category : Sales / Public Relations
Job Level : Senior Level
Employment Type : Full Time
Job Location : Kathmandu
Offered Salary : Negotiable

Job Specification

Education Level : Graduate (Masters)
Experience Required : More than or equal to 5 years

Other Specification

- Minimum experience of 5 years in related field
 - Must have completed Master degree in related field (MBA Preferable)
 - Excellent written and oral communication skills; ability to communicate effectively and project a professional image
 - Ability to take initiative and prioritize tasks; good time-management, organizational, problem-prevention and problem-solving skills
 - Ability to maintain confidentiality of sensitive information
 - Willingness to adapt to changing business needs and deadlines
 - Ability to exhibit a professional, business like appearance and demeanor at all times
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Job Description

- Develop plans and strategies for developing business and achieving the retail sales goals and business objectives.
- Manage the overall sales process, set appropriate matrix for sales funnel management so as to track down the weakness in the process for immediate corrective action and to keep detailed records of lost accounts for further follow up in future.
- Partner with Business Development to develop lead generation and revenue generation programs, and to create high performing sales collateral.
- Compile information and data related to customer and prospect interactions. Travel for in-person meetings with customers and partners and to develop key relationships.
- Monitor customer, market, government regulations and competitor activity and provide feedback to company leadership team and other company functions.
- Manage key customer relationships and participate in closing strategic opportunities for expanding the company's customer base and execute lead programs.
- Develop, document and enforce sales policies, standard operating procedures and best practices and also streamlines sales processes.
- Develop operational goals for the division and individuals within the division which are aggressive, yet obtainable, and tied to long-term goals of the company.
- Monitor division performance against performance goals to ensure progress is being made and corrective action, if necessary, is taken.
- Assistance to subordinate for planning, target achievement methodology.
- Decision making and evaluation for pricing and prospect identification
- Meeting for summarizing the task assigned, path covered deviation, errors and margin for improvement.
- Define the roles and responsibilities of your direct subordinates and monitor them and carefully delegate authority to take decisions wherever necessary in order to ensure quality service to customers'. The department head will, however, always be responsible for their actions or omissions.

- Identify the training needs, development/skills gap of each employee working under his/her control, and arrange to provide them effective training from time to time with coordinating with training
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Applying Procedure

Apply Link : <https://merojob.com/senior-retail-manager/>

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