

*The Phoenix Stores invites applicants for the position of*

# **Department Manager**

*The Phoenix Stores Limited offers a competitive salary and benefits package that includes a Pension Scheme, Health, Dental, and Life Insurance, as well as a Company Discount Scheme.*

**Brown & Co.**

## **Do you want to enhance your career in Fashion and Lifestyle Trends?**

We have an empowering career in the retail industry with opportunities to bring your ideas to life, lead teams and provide exceptional customer service!

Managing sales, inventory, operational and personnel components of our 'lifestyle' product categories including major designer brands, The Body Shop, Clothing, Tourism and Home Décor.

### **Responsibilities:**

- Working extended hours including regular work-days, weekends and public holidays as required to achieve necessary performance outcomes for sales, margin, inventory, staffing and profitability
- Attending and participating in overseas Trade Shows as deemed necessary
- Developing and/or maintaining vendor relations on a local and international level
- Monitoring receiving and inventory levels to ensure timely merchandising to the sales floor and organization of the Stockroom at all times
- Coordinating and managing in-store vendor and promotional activities
- Achieving store sales, margin and inventory, wage costs and profitability targets
- Developing and effectively executing business plans
- Participating in, implementing and managing all aspects of the department(s) including all day-to-day Retail Operations such as customer service, selling, operating the cash register, staff training and direction, scheduling & requests for time off, receiving, merchandising, housekeeping, data entry and paperwork filing

### **Required Skills:**

- Minimum of five (5) years' experience in Retail
- Minimum of three (3) years in a supervisory/management role with proven leadership qualities and the ability to develop and assign tasks to ensure expected performance outcomes
- Excellent verbal and written communication skills
- Conversant with modern marketing and sales techniques, combined with a clear understanding of merchandising strategies
- In-depth knowledge and solid understanding of trends in the relative departmental industry
- Ability to identify and/or provide input regarding new product lines and and/or maintain vendor relationships
- Solid understanding of and working knowledge of a computerized point of sales system
- Solid understanding of profit & loss statements

***Qualified applicants should apply online at [brown.bm](http://brown.bm).***

Click on the Careers link for more information.

We thank all applicants for their interest, but only those being considered for an interview will be contacted. All inquiries will be kept in strict confidence.

***Closing Date: December 20th, 2013***