



**CH Carolina Herrera** is looking to add a strong dynamic leader to our Brand in the role of a **Retail Manager** (overseeing our boutiques in Tokyo and Osaka).

As a **Retail Manager** you will be responsible for maximizing the store's profit, supervising their performance and KPI's; ensuring the Company's standards and procedures are effectively met. Recruiting talent, coaching and mentoring the sales team in order to provide the ultimate CH Carolina Herrera's sales experience.

**Main Responsibilities:**

- Recruiting, training and motivating the teams
- Visiting the different stores in order to warrantee the correct implementation for the company standards and operational processes established by the Retail Department (stock reception, transfers, inventory, visuals, CRM ...); and solving possible incidents
- Tracking sales and KPI: Communicating sales goals and results to the Store Managers and teams, ensuring the proper alignment/focus on achieving their individual and store's targets
- Completing and reporting all the checklists requested from Headquarters for each store visit (Reports to Regional Manager and Retail Director)
- Creating new strategies and action plans in order to maximize the results at every store (follow up)
- Fluent communication (via weekly report) with Regional Manager and Retail Director
- Staff's appraisal and career development plans (in collaboration with the Store Managers), implementing corrective actions if required (quarterly)
- Reporting incidents to the HR department

**Profile Requirements:**

- High motivation and keen to learn and grow
- Orientated to results, capable to work under pressure
- Excellent communication and negotiation skills
- Passionate for fashion
- Analytical and planning skills
- Analysis and Decision Making, Orientation to results
- Leadership, teamwork, Impact and Influence
- People Management, Development and Motivation (Talent Development)
- Fluent in **Spanish** and **Japanese**

***If you are interested, send your CV to: [irene.sabate@stlonia.com](mailto:irene.sabate@stlonia.com)***

*Sociedad Textil Lonia is an Equal Opportunity Employer. All qualified applicants will be considered regardless to race, color, religion, sex, national origin, sexual orientation, disability, age, gender, marital status, citizenship status.*