



Store Director / ストアディレクター

For a Famous Luxury Brand

Job Information

Recruiter

Ascent Global Partners K.K.

Hiring Company

A Famous Luxury Company

Job ID

1458087

Industry

Apparel, Fashion

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - Other Areas

Salary

Negotiable, based on experience

Refreshed

July 31st, 2024 03:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Main Responsibilities:

- **Team Leadership**
 - Lead the store team effectively, promoting a positive and collaborative work environment.
 - Set performance expectations, provide coaching and feedback, and conduct regular performance assessments.

- Build and develop a high-performing team through recruitment, training, and talent development.
 - **Store Operations Oversight**
 - Supervise all daily store operations while ensuring compliance with company policies.
 - Drive sales and profitability by setting sales goals, monitoring key performance indicators (KPIs), and implementing strategies for success.
 - Maintain visual merchandising standards to enhance the brand's image and improve the customer experience.
 - Keep track of inventory levels, perform stock audits, and collaborate with relevant departments to maintain sufficient stock.
 - **Client Relationship Building**
 - Establish and maintain strong client relationships, offering personalized service for exceptional customer experiences.
 - Create plans to attract new clients and maximize sales opportunities using effective clienteling techniques.
 - Utilize client data and feedback to identify growth opportunities and enhance the overall client experience.
 - Organize special events and initiatives to engage with clients and boost store traffic.
 - **Special Concept Store Management**
 - Work with relevant stakeholders to implement the special concept store strategy, including the restaurant component.
 - Ensure a seamless blend between retail and restaurant operations, providing a unified and immersive customer experience.
 - **Financial Management**
 - Develop and oversee the store's budget, including sales targets, expenses, and profitability.
 - Analyze sales and financial reports to spot trends, opportunities, and areas for improvement.
 - Implement cost-control measures and enhance store efficiency to maximize profitability.
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Required Skills

Requirements - Essential Behavioral Competencies:

- Proven track record as a Store Manager or Director in the luxury retail sector.
 - Effective leadership abilities, capable of motivating and inspiring a diverse team.
 - Outstanding interpersonal and communication skills, focusing on client relationship building.
 - Profound grasp of luxury retail and top-notch customer service principles.
 - Strong business sense, adept at analyzing sales data and financial reports.
 - Demonstrated capacity to boost sales and meet targets.
 - Knowledge of best practices in visual merchandising and store operations.
 - Ability to handle multiple tasks, prioritize, and excel in a fast-paced environment.
 - Familiarity with the restaurant industry is a valuable asset.
 - Fluency in Japanese is a desirable skill for effective communication with clients, team members, and stakeholders
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Company Description