



Store Director / ストアディレクター

For a Famous Luxury Brand

募集職種

人材紹介会社

アセントグローバルパートナーズ株式会社

採用企業名

A Famous Luxury Company

求人ID

1458087

業種

アパレル・ファッション

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合

外国人 半数

雇用形態

正社員

勤務地

その他東京

給与

経験考慮の上、応相談

更新日

2024年07月31日 03:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

流暢

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

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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スキル・資格

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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会社説明