

software packages competently

Job of The Week

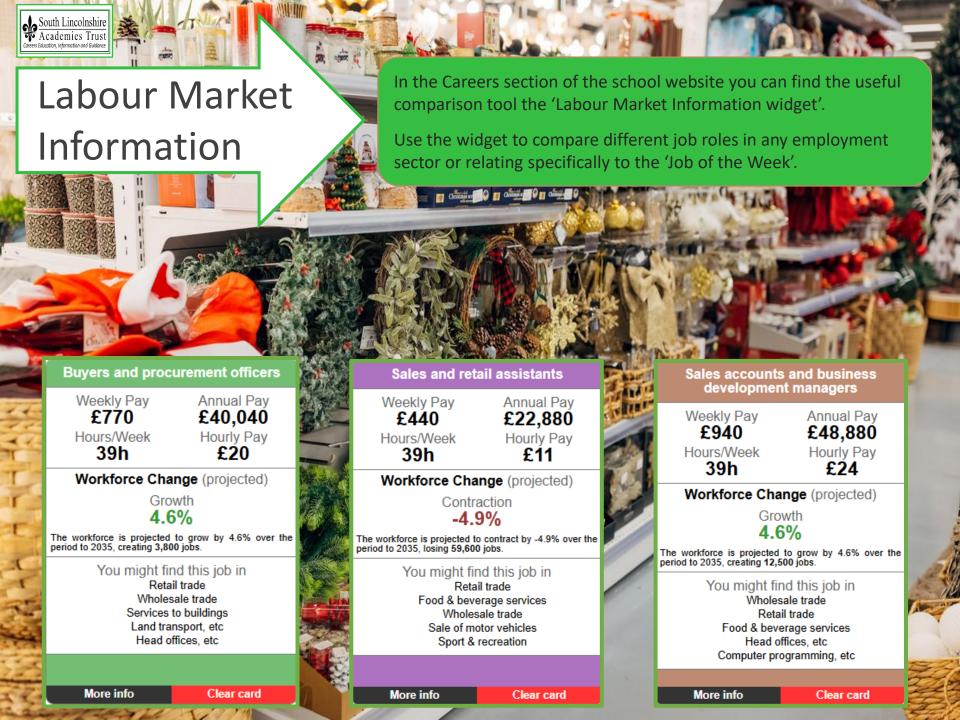
Retail Manager

the CHRIST **Key Skills** Salary £25,000 - £60,000 Customer service skills •The ability to work well with others **Working hours** Leadership skills The ability to sell products and services 40 - 42per week Business management skills Evenings/weekends/bank Patience and the ability to remain calm in stressful holidays situations Away from home Excellent verbal communication skills •The ability to monitor your own performance and that of your colleagues

•To be able to use a computer and the main Aspire | Challenge









Labour Market Information

Buyers and procurement officers

Buyers and procurement officers organise and undertake the buying of raw materials, equipment and merchandise from manufacturers, importers, wholesalers and other sources for distribution, resale or for own internal use.

Common tasks in this job:

- attends trade fairs, shows and demonstrations to research new product lines and suppliers, checks catalogues
- keeps up with market trends and chooses products/services
- assesses budgetary limitations and customer requirements and decides on quantity, type, range and quality of goods or services to be bought
- assesses bids from suppliers, finds suppliers and negotiates prices

Sales and retail assistants

Sales and retail assistants demonstrate and sell a variety of goods and services in shops, stores, showrooms and similar establishments.

Common tasks in this job:

- discusses customer requirements, including type and price range of goods/services desired
- advises customer on selection, purchase, use and care of merchandise and quotes prices, discounts and delivery times
- advises customer making major purchase on credit terms and arranges finance as appropriate
- receives full or partial payment, checks validity of form of payment, writes or prints bill, receipt or docket and packages merchandise for customer

Sales accounts and business development managers

Sales accounts and business development managers plan, organise and undertake market research to meet the requirements of an organisation's marketing and sales policies.

Common tasks in this job:

- liaises with other senior staff to determine the range of goods or services to be sold, contributes to the development of sales strategies and setting of sales targets
- discusses employer's or client's requirements, carries out surveys and analyses customers' reactions to product, packaging, price, etc.
- compiles and analyses sales figures, prepares proposals for marketing campaigns and promotional activities and undertakes market research
- handles customer accounts

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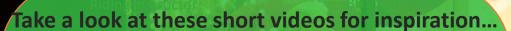
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Keep looking...

Use these links to learn more about our job of the week, consider the various pathways leading to the career, what you can be doing now to help yourself and other roles in the industry





Retail Careers at Boots UK





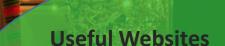
Meet Suki – Assistant store



Emily's Retail Management Placement at Aldi



Retail Management at Cu



How to become a store manager in 10 steps (with definition) I Indeed com UK

<u>Retail manager / Skills England</u> Become a Coach I The Pony Club UI

ow to be a successful retail manager

LSBF Blog