

## Store Manager-Satara road- Pune

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Company: Airtel

Location: India

Category: other-general

**Key Deliverables Store Operations & Audit / Compliance:**

- Adherence of Store Operations in line with pre-defined SOPs
- Ensure that the look and feel of the store is as per guidelines/standards
- Track efficient Cash handling; prevent shoplifting / ensure safety and security
- Visual merchandising as per plan / guidelines
- Inventory and stock management to prevent stock-outs or excess Inventory
- KPI reporting as per guidelines and on-time Strategic Roll outs
- Accountable for clearing store for formal launch as per pre-defined procedure across dimensions ( , manpower/ furniture & fittings/ IT/ device inventory)
- Manage closure of current store during refit & conversion

**Profitability:**

- To achieve the target on conversion from the walk in customers in terms of Sales from new acquisitions & upsell
- To ensure required MIS & tracking at CRO levels
- Manage Store expenses as per plan
- Provide suggestions /feedback to improve store productivity

**People Development / Team Management:**

- To ensure daily roistering & briefing to outsourced store staff
- Ensure that attrition issues (planned & unplanned) are escalated for timely resolution
- Ensure motivation & development of outsourced store staff

**Customer Experience:**

- Ensure adherence to CE guidelines
- Manage staff allocation based on demand at point in time
- Personally step in to handle demanding customers
- Provide suggestions for improvements in CE

**Function: Sales Reporting To: Zonal Own Retail Manager Job Level: Executive/ Senior Executive Purpose of the Job** Located in the store, this role has direct responsibility for the successful running of the Airtel store. The person will ensure compliance with agreed guidelines to deliver a best in class experience & ensure store revenue & cost targets are met.

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line with pre-defined SOPs • Ensure that the look and feel of the store is as per guidelines/standards • Track efficient Cash handling; prevent shoplifting / ensure safety and security • Visual merchandising as per plan / guidelines • Inventory and stock management to prevent stock-outs or excess Inventory • KPI reporting as per guidelines and on-time Strategic Roll outs: • Accountable for clearing store for formal launch as per pre-defined procedure across dimensions (. manpower/ furniture & fittings/ IT/ device inventory) • Manage closure of current store during refit & conversion Skills Required • High energy • Strong process orientation • Project management skills • Appreciation of need for Customer Experience delivery • Building & nurturing partnerships • Influencing skills Profitability: • To achieve the target on conversion from the walk in customers in terms of Sales from new acquisitions & upsell • To ensure required MIS & tracking at CRO levels • Manage Store expenses as per plan • Provide suggestions /feedback to improve store productivity People Development / Team Management: • To ensure daily roistering & briefing to outsourced store staff • Ensure that attrition issues (planned & unplanned) are escalated for timely resolution • Ensure motivation & development of outsourced store staff Customer Experience: • Ensure adherence to CE guidelines • Manage staff allocation based on demand at point in time • Personally step in to handle demanding customers • Provide suggestions for improvements in CE Educational Qualifications • Must have: Post-graduation, MBA or equivalent Business Management Diploma Work Experience • Must have: 4-6 years' work experience. At least 2 years in a Retail Business operations role.

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#### **Cross References and Citations:**

- 1. Store Manager-Satara road- Pune [CiviljobsJobs India Civiljobs](#)**
- 2. Store Manager-Satara road- Pune [CameroonjobsJobs India Cameroonjobs](#)**
- 3. Store Manager-Satara road- Pune [PsychologistjobsJobs India Psychologistjobs](#)**
- 4. Store Manager-Satara road- Pune [HospitalityjobsJobs India Hospitalityjobs](#)**
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