

## **Fashion Sales Manager – Rotherham**

### **Competitive Salary + Bonus, BUPA and Discount – Full Time**

#### **About the Company**

Boundary Mill Stores is a privately-owned, successful retail company with 5 stores across the UK with plans to expand. We have a unique market differentiation in that we give major retail brands the opportunity to clear their excess stocks in fashion, accessories and home at discounted prices. Our 130,000 sq. ft. store has a Home, Men's and Women's fashion department, and we are delighted to have opened a 10,000 sq. ft. Next clearance pop-up shop in August 2016.

Here at Boundary Mill we are a little bit different from the run-of-the-mill. We are so much more than an outlet store, and we're proud of our 30-year heritage and excited by our future. We are committed to offering the best customer service and exceeding our customer's expectations. We are looking for motivated individuals who understand that it takes that little extra to provide exceptional customer service. With over 600 concession partners across the Boundary Mill Group, this is an excellent opportunity to work with so many varied and well-established retail companies all under one roof.

#### **About the Role**

This is an exciting opportunity to join a dynamic sales team in a key role reporting to the General Manager, working closely with our concession partners to maximise sales in the women's fashion department.

We are looking for an experienced retailer to assist the management team to successfully drive sales and manage budgets across the store. You will currently be operating commercially at a management level, coaching a team in a business with significant turnover.

Role responsibilities:

- Support the store management team to reach sales and salaries targets and increase profits
- Ensure department sales teams deliver excellent customer service
- Supervise department team and organise training
- Oversee stock control and product orders for department
- Review processes and procedures to deliver company initiatives
- Actively seek opportunities to achieve efficiencies and increase sales
- Develop and sustain strong relationships with concessions and brand partners

#### **About You**

You are motivated by providing excellent customer service and exceeding sales targets to achieve bonus. The successful candidate will also have:

- Experience in a fast-paced retail environment or role
- Experience in leading and motivating a team
- Managed a team, rota and budgets
- Exceeded business and team targets
- Great attention to detail with the ability to be organised and adapt quickly to changes
- The ability to confidently communicate and be an ambassador for Boundary Mill

If you are ready for a new and exciting challenge, we would love to hear from you.

To apply please email your CV with a covering letter to [recruitment@boundarymill.co.uk](mailto:recruitment@boundarymill.co.uk)