

Boutique Manager – LVMH Beauty Jobs In Dubai UAE 2023 | Chalhoub Group

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Description:

The Boutique Manager is responsible for the management of the Boutique and the team.

The Boutique Manager drives the performance of the boutique through leading the team to deliver an outstanding client experience and achieve all targets in relation to sales, profitability, and operational compliance.

Responsibilities:

Demonstrate sales leadership for staff by playing an active role on the selling floor

Continuously motivate and coach Perfume Specialists and Barber to meet assigned sales targets.

Set and follow up with team on objectives on a daily, weekly and monthly basis

Suggest and implement action plans for the Boutique to Retail Direction (product mix, store merchandising, events and animations, product assortment, buying trends and customer requests), order to ensure achievement of the Boutique Sales Targets

Deploy store business plan to include marketing and promotional strategies that will continue to drive traffic to the store in order to develop and grow the customer base

Be aware of the local market and business environment including competitors' business activities and Parfums & Cosmetics market trends.

Conduct sales analysis (quantitative and qualitative sales reports), follow up on market

trends and monitor the competition activity

Requirements:

2 to 5 years of experience managing a beauty store as Manager or Assistant Manager in a Luxury store (mandatory)

Excellent interpersonal and communication skills

Creative and innovative thinking with strong initiative

Strong sales skills and ability to motivate a team

Business Acumen: Knows how businesses work; knows the competition; is aware of how strategies and tactics work in the marketplace

Fluent in Arabic & English

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