



## **Manager/Sr. Manager – Retail Operations**

### **PAN India**

#### **Are You Wired To Fit?**

Responsible for the working on the development & articulation of the vision & strategy for the Retail business.

Redefining the way people are going to shop in future. Setting up the complete ecosystem of Retail (Omnichannel) and online-to-offline business for Zivame

Responsible for ensuring that the revenue targets from the lines of business are achieved or exceeded. Motivate & challenge the team to achieve sales & profit results.

Champion the highest level of customer delight in the channel of businesses managed. Run multiple programs / projects in all channels

Co-ordinate all category specific marketing activities in the respective region like BTL activations etc.

Establish and maintain a successful work culture. Recruit, retain, and develop an effective team.

#### **What'll Push-Up Your Chances?**

Master's Degree in Business Administration or related Master's degree and / or professional certification with relevant experience. Premier business school mandatory Exposure into top Classic Retail, Offline background

Has strong experience in P&L, Retail operations and customer experience journey.

Desire and ability to think like the customer.

Solid understanding of business, technology and sales strategy with stellar communication to interact & influence a variety of cross functional stakeholders. Problem solving ability, high levels of Analytical horsepower and a strong bias for action.

A - Self Starter- with the ability to take calculated risks to grow the offline business.

Passion to architect and experiment with new ideas; ability to think through these pilots/initiatives and deliver clean outcomes.

People Leadership - build a strong team to deliver across functions with well-defined KRAs/KPIs.