



Company Overview

Zivame was founded in 2011 with the vision to facilitate women to shop uninhibitedly for intimate wear and to make lingerie shopping comfortable. Zivame is now the No. 1 online lingerie company in India with 30 + retail stores and presence in 800 + partner stores across India. Our Mission is to be the destination for every woman's intimate needs. We believe that every woman is unique, and we want to deliver a platform that allows her to browse, discover and shop what is right for her.

All the products at Zivame stem from the desire to design something that is a blend of quality and comfort. Zivame offers trendy lingerie, activewear, sleepwear, and shapewear in over 3000 + exclusive designs and 100 + sizes catering to women across all body types.

Position: Store Manager

Team: Retail Store

Role overview:

The Store Manager is driver for total store sales, customer experience, Visual merchandising and overall process excellence. Her primary responsibility includes management of the store, directing the work of direct reports and maintaining store's culture by providing world class customer experience in a personalised category like Lingerie.

Key Responsibilities:

- Responsible for overall store operations, Sales Target, store profitability.
- Leads financial growth of the store, year over year
- Leads the sales floor and drives store results through the store team
- Creating emotionally engaging customer experiences, consistent with the brand vision
- Be responsible in communicating promotional events and latest offers to customers in creative way.
- Role models, coaches and develops best-in-class selling behaviour in the store team
- Sets visual merchandising expectations to brand standards, to ensure brand consistency that impacts the customer experience and maximizes overall business results
- Ensures the operations of the store are executed with excellence
- Accountable for the development of store staff product knowledge which in turn, enables high performance selling
- Influences and inspires associates to unlock individual potential for extraordinary selling and productivity results
- Responsible for the on boarding, training, development, performance management, terminations and succession planning of direct reports.



Key skills we are looking for:

- We are looking for female candidates with excellent communication skills and gregarious personality.
- Total experience in retail can be between 2 years to 10 years.
- Minimum 1-year experience as Store Manager in a good retail store.
- Should have experience in managing junior staff.
- Should be interested in building career in Fashion/Retail industry.