

# South Africa Jobs Expertini®

**AREA MANAGER - WESTERN CAPE- R17 000 pm R17 000**

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Company: Affirmative Portfolios - Durban

Location: South Africa

Category: other-general

These jobs were popular with other job seekers Schlemmer & Associates Recruitment Specialists Schlemmer & Associates Recruitment Specialists Leadership: Strongly developed leadership skills are crucial as an Area Manager. Area Managers will use advanced leadership skills to inspire, mentor and encourage store-level managers to reach quarterly and annual goals. Communication: Because an Area Manager may be responsible for a large number of managers in a certain area, they may often have to manage from a distance. Strong written and verbal communication skills are important in this role. Mathematics: Mathematics and reporting skills are useful as an Area Manager. Area Managers will use basic to intermediate mathematical skills to report costs, profits, and losses to district management. Problem-solving: It is the responsibility of the Area Manager to identify and overcome problems. They may deal with employment, operation or inventory cost challenges and will need to develop strategic critical thinking skills. Comprehension and Implementation: Area Management need to be able to review ALL documentation, procedures, protocols and the apply them within the stores confides, through training and developing the staff. The practical application of our systems and should be able to clearly identify issues that should be escalated as and when the need arises. Duties & Responsibilities Area Management has operational and financial responsibilities for a defined region or territory, their duties include providing training and development for staff, ensuring there is consistency across the region relating to administration, marketing, company standards, and increasing sales and profitability in their region. Area Managers use leadership and critical thinking skills to oversee supervisors in certain geographical locations. Area Managers have the following

responsibilities:· Recruit, hire and train new managers in their direct area.· Offer consultation and recommendations to store managers on overcoming operations challenges.· Monitor sales and work toward meeting quarterly objectives.· Minimize cost and labour by reviewing schedules and inventory use.· Visit stores to evaluate operations, cleanliness, and efficiency of each area.· Conduct Opus Area Management Checklists on each store visit and report/ resolve the issues.· Conduct Supervised Hanger counts and ensure that corrective stock management procedures are being attained consecutively.· Consistently reinforce disciplines, procedures, protocols and communication throughout all stores and staffing within their store profile ensuring the end results amounts to increased sales, profit, and revenue for the business.· Effective Stock Management Processes, ensuring the Company is Not at a loss.· Correct Banking Procedures, ensuring the Company is Not at a loss.

**Desired Experience & Qualification**All perspective candidates should have a minimal of 5 - 10 years Area Management experience with viable, positive references and a clean criminal record and MIE report before we consider employment.· The quantity of stores and staff that the candidate was responsible for, quantifies a KPI – Key Performance Indicator – as this directly portrays the ability to manage a team to profitability and what steps were taken to reach the result – increased growth and GP%.· Clear criminal record· 5 - 10 years retail experience (preferably in the clothing sector) with a proven/tested track record· Training and education —· When you are faced with a problem, what do you do?· Describe a time when you faced an unexpected challenge at work, and how you resolved the situation.· How do you weigh the pros and cons before making a decision?· How would you handle a disgruntled or dissatisfied customer?· How do you use the information you receive on a daily basis to adjust your approach to negative situations?· Tell me about a time when you had to change your planned course of action at the last moment. How did you handle this situation?· Describe a time when you had to solve a problem but didn't have all the necessary information about it beforehand. What did you do?· Tell me about a time you went the extra mile for your job. How did you do it?· Tell me about the most significant project you worked on. How did you manage it, from start to finish?· How did you increase revenue/sales/profitability at your last company you worked for?· Tell me about a time you were successful in driving positive change. How did you do it?· Motivations/Passions & Goals —· What are your hobbies and interests?· What motivates you?· What are you passionate about?· What are your goals and where do you see yourself in the next 5 years?Should the potential candidate meet the necessary criteria they will be subject to a performance review on a

monthly basis, reviewing the following criteria:· Adaptability to the working environment· Aptitude to learn and understand our processes and procedures and apply them in their daily tasks and functions.· Willingness to excel on a daily basis to reach the sales targets set by the company.· Adding value to company by executing their job functions correctly and efficiently· Adhering to instructions given by senior management and head office memos timelesslyPackage & RemunerationR17 000 pm plus benefits and incentives These jobs were popular with other job seekers Schlemmer & Associates Recruitment Specialists #J-18808-Ljbffr

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