

ASSOCIATE STORE MANAGER

JOB OBJECTIVE

Support the Store Manager in all tasks necessary to the efficient operation of the store. Provide prompt and courteous service to customers in order to maximize sales and customers service, so as to promote the company's image of quality and professionalism.

STATUS

Reports directly to the Store Manager and works closely with the Director of Retail. Represent an integral part of the store team and through his/her participation creates a healthy and pleasant atmosphere, in which employees are motivated to achieve company goals and surpass their personal sales goals.

KEY JOB FUNCTIONS

- Support the Store Manager in the supervision of Sales Associate and all other employees essential to the efficient operation of the store.
- Maximizes personal and store sales by providing the highest level of customer satisfaction.
- Ensure that all employees comply with company policies, practices, and procedures.

SALARY

\$64,000-\$66,000 per year + quarterly bonus

JOB DUTIES

- Supports Store Manager in ensuring the store operates within its predetermined budget (i.e. salary, inventory, expenses, etc.)
- Ensure that all personnel practices professional salesmanship according to company policies and procedures, in order to achieve maximum sales and provide the highest level of customer satisfaction.
- Adheres to and enforce loss prevention and security policies, credit policies and procedures i.e. credit cards, check approvals, employee purchases, deposit logs, return and exchange policies.
- Ensure that all merchandise is properly ticketed and attractively displayed.
- Designates and coaches ROS (responsible of section) to assure proper merchandising and ticketing in all areas of the store.
- Communicates stock replenishment needs to Store Manager.
- Assists in training Sales Associates in product knowledge, visual presentation, sales techniques and administration.
- Supports the Store Manager in all essential duties necessary for the efficient operation of the store.
- Enforce and complies with all store/company policy and procedures.

WHY BIRKENSTOCK

- Competitive pay as well as commission and incentive pay.
- Health benefits and 401k available.
- Positive and friendly work environment.
- Opportunity for growth and advancement.
- Generous Employee discount.
- It's more than a job, it's a career and a chance to be a part of a company that is growing at an incredibly fast pace and the best brand to represent.

QUALIFICATIONS (MINIMUM QUALIFICATIONS REQUIRED TO PERFORM TASKS)

- Related work experience: one year of selling experience (retail or service industry)
- Physical requirements: able to bend, climb ladders, lift and move boxes up to 35 lb.
- Other qualifications:
 - Strong leadership and ability to motivate people in order to achieve sales objectives
 - Minimum of 2 years in an assistant manager/leadership role
 - Excellent verbal and written communication skills
 - Service Oriented
 - Fashion Oriented
 - Willing to work retail hours

Birkenstock reserves the right to change, alter, or amend the job duties of employees at its sole discretion with or without notice.

If interested, please send cover letter and resume to careers@birkenstockusa.com . Subject line should list "Associate Store Manager SoHo".

BIRKENSTOCK USA, LP IS AN EQUAL OPPORTUNITY EMPLOYER.