

Organization:	Bharti AirTel
Position:	Store Manager
Location:	Hyderabad
Experience:	4-6 years' work experience. At least 2 years in a Retail Business operations role
Educational Qualifications:	Post-graduation, MBA or equivalent Business Management Diploma
CTC:	5-7 lakhs + incentives.
Qualification & Key skills/ competencies:	<ul style="list-style-type: none"> • High energy • Strong process orientation • Project management skills • Appreciation of need for Customer Experience delivery • Building & nurturing partnerships • Influencing skills
Purpose of the Job:	Located in the store, this role has direct responsibility for the successful running of the Airtel store. The person will ensure compliance with agreed guidelines to deliver a best in class experience & ensure store revenue & cost targets are met.
Key Deliverables:	<p>Store Operations & Audit / Compliance</p> <ul style="list-style-type: none"> • Adherence of Store Operations in line with pre-defined SOPs • Ensure that the look and feel of the store is as per guidelines/standards • Track efficient Cash handling; prevent shoplifting / ensure safety and security • Visual merchandising as per plan / guidelines • Inventory and stock management to prevent stock-outs or excess Inventory • KPI reporting as per guidelines and on-time <p>Strategic Roll outs</p> <ul style="list-style-type: none"> • Accountable for clearing store for formal launch as per pre-defined procedure across dimensions (e.g. manpower/ furniture & fittings/ IT/ device inventory) • Manage closure of current store during refit & conversion <p>Profitability</p> <ul style="list-style-type: none"> • To achieve the target on conversion from the walk in customers in terms of Sales from new acquisitions & up-sell • To ensure required MIS & tracking at CRO levels • Manage Store expenses as per plan • Provide suggestions /feedback to improve store productivity <p>People Development / Team Management</p> <ul style="list-style-type: none"> • To ensure daily roistering & briefing to outsourced store staff • Ensure that attrition issues (planned & unplanned) are escalated for timely resolution • Ensure motivation & development of outsourced store staff

	<p>Customer Experience</p> <ul style="list-style-type: none">• Ensure adherence to CE guidelines• Manage staff allocation based on demand at point in time• personally step in to handle demanding customers <p>Provide suggestions for improvements in CE</p>
Contact:	Interested applicants may send their resumes to puneet.deswal@airtel.com