

Maison Margiela

PARIS

COMPANY PROFILE

Maison Margiela is a Paris-based fashion house founded in 1988 by Belgian designer Martin Margiela. Celebrating unconventional aesthetics and embracing the philosophy that fashion is an art of expression rather than a cult of personality, Maison Margiela offers haute couture, ready-to-wear for women and men, contemporary line MM6, footwear, interior design, and accessories, including leather goods, fine jewelry and fragrance. In 2002, the French house became part of OTB. Along with sister brands of the group, Maison Margiela continues pushing the boundaries of modern fashion while preserving its distinctive identity and heritage.

For the opening of Margiela Metzingen Outlet Store, we are hiring our New Store Manager. He/She will act as a brand ambassador, ensuring that the store meets and exceeds sales targets while providing an exceptional customer experience. This role requires strong leadership, strategic thinking, and a deep understanding of the luxury retail industry.

Store Manager (w/m/d) 40h NEW OPENING - Maison Margiela

JOB RESPONSIBILITIES AND ACTIVITIES

- **Leadership and Team Management** : Lead, motivate, and develop the store team to achieve and exceed sales objectives while maintaining high standards of customer service.
- **Sales Performance**: Drive the store's sales performance by developing and implementing strategies to maximize profitability.
- **Customer Experience**: Ensure a superior customer experience through excellent service and a client-centric approach, building long-term relationships with high-profile clientele.
- **Operational Management** : Oversee store operations including inventory management, visual merchandising, and adherence to Maison Margiela standards and procedures in collaboration with the Operations Manager.
- **Staff Training and Development**: Train and mentor staff to enhance product knowledge, customer service skills, and overall team performance.
- **Performance Monitoring**: Analyze key performance indicators (KPIs) and use data to make informed business decisions and strategies.
- **Brand Ambassador**: Represent and embody the values and culture of Maison Margiela, both in-store and within the local community.
- **Problem-Solving**: Address any operational issues and provide solutions in a timely and effective manner.

SKILLS AND EXPERIENCE

- **Experience**: Minimum of 5 years of retail management experience, preferably within the luxury fashion or luxury goods industry.
- **Leadership Skills** : Proven ability to lead, inspire, and manage a team effectively.
- **Sales Acumen** : Strong sales and customer service background, with a demonstrated ability to meet and exceed sales targets.

- Communication Skills: Excellent verbal and written communication skills; ability to engage and build rapport with clients and staff alike.
- Strategic Thinking: Capable of developing and executing plans to improve store performance and client experience.

INFORMATION : A jobdating will be organized on November 26th and 27th to meet all candidates with the Head of Retail Europ and the HR Manager

Jetzt bewerben

Diese Stellenanzeige wurde durch die OUTLETCITY AG im Auftrag der OTB SPA erstellt.
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