

## Retail Development Manager

**Locations:** Bournemouth, Cardiff, Cheltenham and Durham Showrooms

**Work Schedule:** Three days in a showroom, one day in the head office (Exeter) and one day working from home per week

**Salary:** £55,000 OTE + Company Car / Car Allowance

### About the Role:

Are you passionate about developing people and transforming retail spaces into high-performing showrooms that drive sales growth? We are looking for a Retail Development Manager to lead staff mentoring, implement key processes, monitor KPIs and set clear objectives—all designed to enhance sales performance and customer experience.

This role is about elevating showroom standards—ensuring teams are fully trained, processes are consistently followed and expectations are met. Your goal is to create structured, high-performing retail environments where every showroom has the tools and support needed to succeed.

### Key Responsibilities:

- Train, coach, and mentor store management and staff to excel in key sales and showroom processes.
- Develop and implement a structured Retail Best Practice Guidebook around sales and customer processes.
- Ensure showroom presentation, customer experience and sales processes are executed consistently.
- Hold teams accountable to high performance and operational excellence.
- Identify gaps in training, skills or processes and provide hands-on support to resolve them.
- Analyse showroom performance data to identify key areas for improvement.
- Work closely with senior management to drive sustainable sales growth.

### What We're Looking For:

- A structured, process-driven leader who ensures standards are met and exceeded.
- Excellent coaching, training and mentoring skills.
- A high-energy, hands-on approach with a keen eye for detail and operational excellence.
- Ability to hold people accountable while also supporting and developing them.