



WE NEED YOU

WE'RE LOOKING FOR REGIONAL MANAGER

LOCATION:
Field based

WORKING HOURS:
37.5 Hours a week, working 5 out of 7 days
between Monday to Sunday

SALARY:
£40,000 - £50,000 per annum FTC

OTHER BENEFITS:
BMW 330e Company Car, 15% Bonus, Access to
Samsung Discount Portal, Access to Reward Hub
for tons of discounts, Company Sick Pay, Aviva
Pension, 4 X salary Life Assurance, ETHIC Values
Employee of the Month Recognition Scheme

CONTACT TYPE:
Fixed term contract – 12 Months

REPORTING IN TO:
Divisional Manager

blue square.

**SAMSUNG
REGIONAL
MANAGER**

WE'RE LOOKING FOR AN ADAPTABLE & INSPIRING LEADER

As our Regional Manager, you will be responsible for leading a team of Omnichannel Territory Managers (OTM's), Omnichannel Merchandisers (OM's) and Promoters to increase overall market share and drive sell out for Samsung.

As a strong leader, you will be conducting regular regional meetings with your team to deliver a clear vision. You'll be accompanying your team in the field to coach and develop your team to achieve their goals. You'll be a champion of our ETHIC values

You'll directly contribute towards the success of Samsung's Mobile Experience Retail Strategy in your region by managing and collaborating with cross functional teams, internal and external partners to implement retail initiatives. You'll build valuable relationships with our channel partners and enhance our commercial sales performance.

TO MAKE A REAL DIFFERENCE IN THESE AREAS

BRAND IDENTITY

- Manage your team to build a consistent brand experience for Samsung. This is across operator and retailer channels, where you will be responsible for implementing the retail strategy to ensure consistent best in class execution.
- Work with internal and external stakeholders, to host VIP visits across high profile locations within your region.

LEADERSHIP

- Host monthly regional meetings with your team to deliver key commercial and business updates.
- Lead, mentor, and inspire your team of OTM's, OM's and Promoter's harnessing the power of a collaborative and high-performing team culture, to drive sell out for Samsung.
- Provide guidance and support to team members by understanding their capability, help them to achieve their professional goals and develop their skills through succession planning and talent mapping.

COMMERCIAL PERFORMANCE

- Deliver strong commercial performance across all product categories by identifying key trends and opportunities.
- Manage KPI'S across your region in line with targets set by the business.
- Drive performance of new device sales and deliver successful product launches.
- Utilise all available budgets and resources to have maximum impact on sales performance.

SAMSUNG REGIONAL MANAGER

RELATIONSHIP MANAGEMENT

- Build and maintain effective relationships with external stakeholders and channel partners.
- Create and utilise your collaborative relationships with internal stakeholders to ensure your region is always performing effectively.

COMPLIANCE AND REPORTING

- Manage your team to ensure all compliance and reporting is completed accurately, always maintaining a high standard.
- Provide weekly communication and insight into commercial performance.
- Utilise local and national market insights to drive best practices to gain a competitive advantage.

STRATEGY DEVELOPMENT AND DATA ANALYTICS

- Utilise data analytics to be accountable for regional performance.
- Review data to understand channel performance, driving portfolio success and contributing to the development of a regional retail strategy.
- Showcase ROI based on monitoring key metrics weekly and ensuring targets are met.

OUR IDEAL PERSON & THE ESSENTIALS WE'RE AFTER

- You have a proven track record of successfully managing a field-based retail / omnichannel team.
- You're adaptable, resilient, and thrive in a multi-site, fast paced environment.
- You're able to demonstrate previous experience in driving targets to demonstrate positive ROI and maintaining a strong team culture.
- You're organised with excellent planning skills allowing you to effectively manage a large geographical area.
- You're experienced in ensuring compliance requirements are met, with a commitment to maintaining brand consistency and standards.
- Your customer-centric, focused on continuous improvement and able to problem solve effectively.
- You're a strong communicator who excels in building meaningful relationships.
- You're an experienced leader, confident in inspiring and mentoring teams, with a proven track record of development for internal succession.
- You're commercially aware with the ability to use data-driven insights to showcase ROI.
- You have previous experience of performance management and KPI'S analysis.
- You're strategically minded for data analysis and able to execute the retail strategy.
- You hold a full UK valid driver's licence.

SAMSUNG
REGIONAL
MANAGER

Our ETHIC values are at the core of everything we do, the way we think, the approach we take. These five values are qualities we look for in every single member of the Blue Square team.

