



WE NEED YOU

WE'RE LOOKING FOR REGIONAL MANAGER

LOCATION:
Field based

WORKING HOURS:
37.5 hours over 5 days across Monday – Sunday

SALARY/DAY RATE:
£40,000 - £50,000 per annum

OTHER BENEFITS:
15% Bonus, Company Car, Life Assurance, PerkBox Discounts, Aviva Pension, Samsung Discounts, Company Sick Pay.

CONTACT TYPE:
Permanent

REPORTING IN TO:
Divisional Manager

WE'RE LOOKING FOR AN ADAPTABLE, INSPIRING LEADER

As our Regional Manager, you will be responsible for driving market share and sell-out through leading a team of Omnichannel Territory Managers (OTM) and Omnichannel Merchandisers (OM), Commercial & Operations and cross functional teams. Building valuable channel relationships and enhancing commercial sales performance are key aspects of your responsibilities. You'll conduct regular regional meetings to establish a clear vision and accompany your team in the field to coach and develop them for optimal sales performance.

You'll oversee a geographical region, managing both direct and indirect teams to ensure success. Collaboration with cross-functional teams and external partners is essential for implementing retail initiatives and contributing to Samsung Mobile Experience's overall retail strategy success.

TO MAKE A REAL DIFFERENCE IN THESE AREAS

BRAND IDENTITY

- Through your team, build a consistent brand experience in stores, utilising and developing the visit structure to ensure consistent and best in class execution
- Support and host VIP visits in key locations

LEADERSHIP

- Host regular regional meetings with your team to set vision and plans to have maximum impact on your area of responsibility
- Lead, mentor, and inspire your team of OTMs + OMs, fostering a collaborative and high-performing team culture
- Provide guidance and support to team members, helping them to achieve their professional goals and develop their skills
- Drive internal mobility through succession and talent mapping by understanding team capability

COMMERCIAL PERFORMANCE

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

RELATIONSHIP MANAGEMENT

- Build and maintain effective relationships with external vendors and partners
- Build relationships within channels to support and drive channel targets in line with your targets
- Collaborate with head office functions to ensure a smooth operation

COMPLIANCE AND REPORTING

- Ensure all compliance and reporting is completed through the field team
- Provide weekly communication and insight on commercial performance
- Utilise local and national market insights/knowledge to drive best practices and competitive advantage.

STRATEGY DEVELOPMENT AND DATA ANALYTICS

- Utilise effective 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 key metrics, ensuring targets are aligned and communicating the impact.

OUR IDEAL PERSON & THE ESSENTIALS WE'RE AFTER

- You're adaptable and resilient, and thrive in multi-site, fast paced field-based retail environment
- You're able to demonstrate previous experience in driving targets and performance
- You're organised with excellent planning skills, with the ability to influence and implement change
- You're experienced in ensuring compliance requirements are met, with a commitment to maintaining brand consistency and standards.
- You're customer-centric, focused on continuous improvement and able to problem solve effectively
- You're driven by results through others, able to align targets at a regional level
- You're a strong communicator who excels in building relationships
- You're an experience leader, confident in inspiring and mentoring teams
- Proven track record of developing teams for internal succession
- You're commercially aware with the ability to use data-driven insights for ROI
- You have previous experience of performance management and KPIS analysis
- You're strategically minded for data analysis and able to execute the retail strategy
- You hold a full UK valid driver's licence

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.

