

Store Manager (Morris & Co.)

We have an exciting opportunity for a Store Manager to work as an ambassador of the Morris & Co. brand, effectively driving the business in Harrods. As Store Manager, you will be an inspiring and motivating leader who continually seeks to coach and develop the store team to higher performance, ensuring maximum profitability and productivity.

This opportunity has arisen from an exciting collaboration of two heritage and iconic brands (Harrods & Morris.co.), named Morris & Co. Home Emporium, an exclusive B2C lifestyle offering of beautiful products.

Responsibilities

- Provide an outstanding sense of customer service, sense of initiative and commercial creativity with Interior sensitivity
- Translate the corporate guidelines and set directives to elevate the brand presentation at the store level
- Lead, develop, and inspire the team to increase home furnishing interest with customers and create demand for home furnishing solutions
- Challenge the team to take actions that develop both short term and long-term opportunities
- Communicate local market knowledge to ensure solutions being planned meet the needs of the customer
- Speak interior design, visual merchandising, and graphic design concepts to a high level
- Ensure the smooth running of the concession
- Partner with clients to understand their business objectives and maximise sales performance in the most efficient, cost effective and commercial manner
- Ensure policies, operational standards and procedures are communicated, understood & implemented whilst also proposing any improvement actions
- To deliver the budget set by the Head of Sales UK
- Monitor store controllable expenses and partner with Finance on the review and action of the monthly P&L
- Take accountability alongside Store Support for the health and safety management of the store
- Supervise loss asset protection and risk management
- Control stock loss within the boutique budget and implement stock audits effectively
- Ensure you and the team deliver the Morris & Co. experience to every Client. Support them with consistent coaching, identify their development and training needs, and those of their team and partner with them to tailor individual action plans
- Manage and motivate the team to drive the business: create a positive work environment, empower the team, encourage innovative solutions

Skills & Responsibilities

- Extensive Flagship Boutique management retail experience in the luxury goods sector
- Excellent communication and relationship building skills
- A passion for Morris & Co. and our collections
- Keen interest in culture and art

- Highly self-motivated individual, good at negotiating and have interpersonal skills with the desire to develop these skills further
- Proven sales management experience
- Strong business sense and industry expertise
- Excellent mentoring, coaching and people management skills
- Self-driven, results orientated and a positive outlook
- Strong analytical and numerical skills. You can build and explain financial models and have strong spreadsheet skills
- Comprehensive computer skills including Microsoft Office, Outlook, Word, Excel and PowerPoint
- Proven track record of achieving targets and driving sales growth in a business
- Strong leadership and management skills and an ability to inspire sales teams
- Business related Degree and/or equivalent preferred
- UK/EU Drivers Licenses
- Ongoing CPD and up to date personal development plan
- European languages (desirable, not essential)
- Formal sales training (strong advantage, not essential)

About us

Sanderson Design Group is an international luxury interior furnishings company that designs, manufactures and markets wallpapers and fabrics together with a wide range of ancillary interior products.

In 2020, we brought our portfolio of brands home to Sanderson Design Group, evoking the combined longevity and prodigious creative history of our brands. Sanderson Design Group describes the ebullience of our past endeavours. It sketches the outline of our future. A collective of 7 quintessentially British luxury interior brands and 2 manufacturing brands, at Sanderson Design Group we are Sanderson, Archive, Morris & Co., Zoffany, Harlequin, Clarke & Clarke, Scion, Anstey Wallpaper Company and Standfast & Barracks.

Our purpose is "To bring the Beautiful into People's Homes and Lives". This has defined and shaped our brands since our very earliest days. The oldest brand in our arsenal, from where we derive the namesake of our group, begun life in 1860, as an importer of fine French wallpapers to London. Arthur Sanderson & Sons Ltd played a pivotal role in defining English interior decoration tastes and its early success led to displaying designs at London's finest showroom, at Berners Street. Around this time in 1924, Arthur Sanderson & Sons Ltd were awarded The Royal Warrant, becoming "purveyors of wallpaper and paint" to the court of George V.

We recognise that each one of our brands contributes a unique chapter to our story. It is why we represent the full spectrum of British interior design, catering from cutting-edge sleek modern styles, to the hearty warmth of traditional forms. Our decision to rebrand as Sanderson Design Group in 2020 is our way of paying homage to our rich history, as well as marking our path towards a new future. As custodians of over 160 years of design experience, we are proud to Bring the Beautiful into People's Homes and Lives. We are Sanderson Design Group.