Retail Consulting - Manager UK

Competitive Package

The Company

SD Retail Consulting is a long established Retail Consultancy practice with a proud reputation for providing customised solutions that deliver sustainable results.

We partner with diverse retailers of all segments; geographies and scale to help them achieve superior performance in those critical areas that drive the retail business model and enhance the target customer experience.

Our proven track record of success is based on a relentless focus on measurable and sustainable results and we are proud to offer our clients a unique blend of deeply experienced retail and consulting professionals who know how to help make a step change in business performance.

We are an inclusive company, made up of exceptionally talented and truly stimulating people, who share a common vision and values. Our culture is very supportive and open, emphasising teamwork, personal development and growth.

Our clients are demanding and you'll be expected to deliver high levels of commitment. In return we'll help to support and develop you whilst always recognising the importance of the balance between work and home life.

To apply, please send your CV and covering letter to mprefontaine@sdretail.com

You can find out more about us and some of our recent success stories by visiting www.sdretail.com

The Role

Typically our Consulting Managers will be engaged with two to three clients projects per year which could be located in the UK or internationally. Our clients have diverse needs and our Managers will apply both their own subject matters expertise and a broader understanding of retailing, constantly adapting to the changing needs of the client.

Confident at working at all levels, they are able to deliver a candid assessment and dispense practical pragmatic solutions. Working as part of a team they are comfortable with managing complex projects and demanding timescales whilst facilitating and coaching stakeholders as required.

To qualify for this role, you will need:

- A first degree (minimum 2.1), preferably coupled with a postgraduate qualification in chosen area of expertise, or an MBA, MSc. or PhD
- 5-8 years relevant retail sector experience in top 50 retail business or/and as a consultant to retailers in the areas of retail store operations, multi-channel developments, or/and supply chain management
- Experience of delivering large scale change programmes, performance improvement or business transformation gained either in the Retail sector or with a leading consultancy, on projects that have made a clear difference
- Minimum 3-4 years direct experience in Retail Store Operations ideally in areas including store management and/or field management and/or central Retail Operations support.
- Desirable to have experience in most areas of store operations including Workforce Management, Customer Service Improvement, Productivity Improvement, Operational Efficiency, Inventory Management, Cost Reduction.

- Demonstrable experience of building and leading teams within functions and across functions
- Experience of working in joint teams in a client relationship

You'll need to be:

- A great team player with and engaging personality
- Assertive, inspiring and tenacious
- A Spontaneous, high energy and impactful personality
- Calm under pressure
- A 'people' person
- Friendly, Supportive and approachable with an ability to laugh at yourself
- Open to feedback and opportunities for personal development
- Able to think laterally and on your feet
- Talk in language that everyone can understand
- Modest and straightforward
- Fun loving