



Commercial Manager – Retail Division

We are seeking a competent and motivated individual to help us develop the retail side of our Pharmacy business by ensuring the smooth running of operations and the standardisation of processes across all sites. Reporting to the Head of Pharmacy.

Overview of Key Responsibilities:

- Review, standardise and co-ordinate IT, data entry and reporting processes
- Analysis of daily, weekly, monthly and seasonal sales and revenue figures to maximise the potential of the retail division and forecast accordingly
- Prepare and monitor budgets for each site
- Co-ordinate purchasing and stock control across all sites in line with local budgets
- Training, managing and motivating staff to ensure efficiency and increase sales
- Assist floor managers in organising store operations and the daily management of staff including holding regular meetings and briefing the teams on new products and promotions
- Working with colleagues to ensure compliance with regulatory requirements such as health and safety, manual handling, fire drills etc.
- Ensure premises and service levels are maintained to company standards
- Deal with customer complaints and feedback to maintain the stores reputation
- Plan and oversee in-store promotions and events
- Keep abreast of market trends and advise on improvements and issues that may affect local performance

Main Requirements:

- 5+ years' experience in retail management or a commercially focused managerial position
- In depth knowledge of retail management best practise
- Continuous improvement mindset with a proven track record of implementing process/system advancements
- Sales/revenue data analysis experience with a forward-thinking analytical mindset
- Knowledge of retail management software
- Strong commercial awareness and business acumen
- Outstanding communication and interpersonal skills
- Excellent organisational and proven leadership skills
- Imbedded customer focus
- Ability to use initiative, prioritise, multitask and delegate
- Excellent attention to detail

Please email Cover Letter & CV to info@drinagh.com on or before

Monday, May 9th, 2022.