

Job Competencies

Print Results

Sales, Marketing, Advertising & Retail ▼

Retail Manager

OR ... just choose your skill here ▼

Retail Manager MANAGES a shop/store. Maximises **SALES** impact of shop. Achieves **SALES** targets. Controls & banks takings. Responsible for turnover, weekly accounts/long-term financial planning (profit/loss). **MANAGES** & develops staff, stock control/replenishment/shrinkage control. Involved with merchandising. Ability to put ideas into practice, **PRESSURE** to make a profit! Staff development & training. Motivating a **TEAM** of people. Customer service. Achieving planned targets. Maintenance of high merchandising standards in shop.

CO-OPERATING (liaising, teamworking)

Working with others to achieve a common goal. **Also see our TEAMWORKING SKILLS page**

EVIDENCE FOR CO-OPERATING SKILLS

Working on a group project

Rag fund-raising

Team sports

Working as a clerical assistant in a busy office

Describe a situation where you had to work effectively as a member of the team. What were the team's aims? How was the team selected? What was your role?

CONTEXT

Last summer I spent four weeks traveling around Europe with three friends. We planned the trip during the summer term, fitting it in around our revision when we needed a break and something to look forward to, then took summer jobs for two months to raise the money for the trip. We had to plan where we wanted to go, where we would stay, how we would get around and how to fit everything into our budget.

ACTION:

Once we had agreed a general itinerary we divided up the different tasks between us. My responsibility was to make the travel arrangements: I researched the various options and decided that an Inter-Rail ticket would be the cheapest and the most flexible, so then I had to check the rail connections and timetables between the places we wanted to visit.

RESULT:

Even though the trains didn't always run on time, we had a great time and visited all the places we had planned to.

[Click here for the other teamwork example](#)