

Home Furnishing Business Leader 銷售主管

WHY WE WILL LOVE YOU

You are...

- With a business mind and are result-driven with a customer-focus mindset
- Experienced in actively selling through understanding customers and their needs
- Experienced in working in a customer-oriented (service or retail) industry
- Experienced in working in a fast-paced environment
- Open to change/highly flexible
- Able to work together as a team
- Able to make quick decisions and take personal initiatives, often with a high sense of urgency
- Able to prioritize and organize your own work to make efficient use of the time available
- Able to communicate in English
- Interested in home furnishing

WHAT YOU WILL BE DOING DAY TO DAY

- Provide a pleasant customer shopping experience
- Responsible for ensuring the shop is in an excellent shape as new and fully stocked
- Responsible for the shop goals and ensure the action plan is in place and communicated clearly, with follow-up actions
- Create a high level of knowledge about the product features and benefits, and share this with customers and your team
- Be proactive in finding opportunities and acting on them to maximize sales through understanding customers and the Macau market and keeping an eye on the competition
- Act quickly on commercial opportunities by changing availability of products and revising customer feedback
- Actively conduct sales steering towards the IKEA service products in order to maximize sales and long term profitability
- Execute meaningful actions that are based on the outcome of a key performance indicator analysis at shopkeeper level
- Actively promote the IKEA social and environmental commitment and work with your team to understand how together you can contribute to sustainability

TOGETHER AS A TEAM

- To achieve an enjoyable, convenient and successful shopping and buying experience that leads to increased sales and sustained long-term profitability

WHY YOU WILL LOVE US

From the deep forests in Sweden, we have spread our culture and values around the world. At the heart of our offer are our beautiful home-furnishing products and solutions, made with care for our planet, reaching millions of customers. At the heart of our business, are our wonderful co-workers representing diversity in all dimensions and passionate for life at home. We all contribute with our uniqueness and we want to grow and develop together. Our vision, "to create a better everyday life for the many people" inspires and guides us in everything we do. This is IKEA.

WHAT WE ALL HAVE IN COMMON

- Living our values
- Being your unique self, while respecting and including others
- A passion for home furnishing
- Performing & delivering while learning & developing
- Having fun!