

# United Kingdom Jobs Expertini®

## District Manager (ROI & Northern Ireland)

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Company: RHR UK

Location: United Kingdom

Category: other-general

We're Sally Europe, the biggest supplier in Europe for hair and beauty professionals. We bring together the following market-leading professional brands; Sally, Salon Services, Pro Duo, Salon Success and Sinelco, and we operate across 7 European countries.

Our mission is to be the preferred partner for professionals across Europe, but we are not stopping there. We care about making a difference to our employees and customers and getting it right each time. Our people throughout have a forward-thinking ethos, teams are always striving to inspire others, and we continue to deliver new and innovative solutions that leave that lasting impression.

We are recruiting for a District Manager to join our Store Operations team. This role will provide support for our retail stores across ROI and Northern Ireland.

### About the role

A pivotal role in building cross team efficiencies to contribute to the overall business sales and profit target, this role is the linchpin of the field organisation between strategy and execution. The individual will develop and lead high performing teams and culture, through an aligned people plan to ensure timely execution of set deliverables. The role will act as an ambassador for change and requires strong stakeholder engagement across Sally Europe in order to ensure its alignment with the broader operational objectives of the business.

## Key Responsibilities

Develop, lead and execute a District Business Plan focusing on sales, operational KPIs, costs and people

Understands the external market and applies knowledge to build/adapt plans to challenge competitors at pace across stores

Utilise and analyse business reports to identify ways to maximise district performance as well as effectively coaching SMs on interpreting management information

Understands the key levers of EBITDA and how to control them through robust cost control

Develop, own and drive the people agenda for the district engaging, hiring, developing and retaining talent

Delivery of clear succession plan for district whilst also supporting wider territory, ensuring right, people, right place, right time

Identifies opportunities for development within district and across the wider business

Ensures teams are clear on what is expected through robust performance management, identifying strengths and development areas in their people and supporting accordingly

Drives the execution of all company processes, controls and effective operational management across stores through training, management, analysis and continuous improvement

Effectively builds cross-functional working relationships/network for the benefit of the business

Ensures correct standards of inventory control are implemented across the territory, to reduce optimise stock holdings and reduce stock loss.

## About you

Proven track record as a district/area operational manager within a multi-site retailer

Experience of delivering plans with both short and long-term objectives within an organisation

Demonstrates commerciality and business acumen through business opportunities, maximising sales and positively impacting profitability

Able to communicate effectively, remotely and builds relationships at pace with team and stakeholders

Demonstrates resilience and agility in leadership style, adapting to the changing needs of

the business

Experience of leading teams through change, driving engagement and delivering results in challenging circumstances

At Sally, we find beauty in you. Finding beauty in diversity is in our DNA because our differences are what make us beautiful. Our diversity, inclusivity, and self-expression are what fuel our innovation and growth. In our company, we come together to create a culture for ONE & ALL.

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