

Phoenix Industries: Manager – Retail & eCommerce

Imagine what **you** could do here! At Phoenix, great ideas have a way of becoming great products, services, and customer experiences very quickly. Bring passion and dedication to your job and there's no telling what you could accomplish.

Company Profile: www.phoenix.lk

The Role

We are looking for an enthusiastic retail and digital friendly individual to be a part of our growing team. As Manager – Retail & eCommerce, you play an integral part in **transforming** the Phoenix flagship retail stores in Welisara, Panadura and the Phoenix eCommerce Sales platform. Our goal is to give our customers the best experience in our own stores and online platforms.

You will work closely with different parties to ensure growth in both channels with a smooth operation and exceptional customer satisfaction. Key areas of focus will be in developing and leading a new operations model for retail, merchandise sourcing, managing partners and suppliers, as well as ecommerce content management.

We are looking for someone who is not afraid to implement their strategies in the real world and gain hands on experience. If this is you, we'd love to hear from you!

Key Responsibilities

- Total ownership and P&L responsibility for the growth and development of Retail & eCommerce sales at Phoenix
- Develop transformational business plans for both channels and execute with the support of internal teams and other relevant resources
- Be responsible for the retail channel growth, and build out of any new showrooms in line with new strategy
- Identify new business opportunities through market research on latest product trends
- Plan, coordinate and execute marketing strategies & campaigns related to retail & eCommerce channels, with the support of internal relevant teams
- Self-directed and enthusiastic team player
- Ability to interact with senior levels of organizations
- Strong analytical and measurement capabilities
- Ability to balance multiple projects and deadlines
- Strong oral, written and presentation skills

Requirements

- University Degree in Marketing, Brand Management, or related field
- 3-5 years of experience in the retail / eCommerce sales field
- Experience with merchandise sourcing
- Experience in setting up and development of a retail showroom from the ground up
- Experience in managing and growing an eCommerce sales platform
- Experience in leading and motivating a team of high performers
- Good communication and interpersonal skills – this will be a customer facing role
- The ability to facilitate change

If interested, please send your resume, and cover letter to careers@phoenix.lk

