




Détail de l'offre : Team Leader

<b>Partenaire</b>	 Hermès 
<b>Adresse</b>	
<b>Ville</b>	Shanghai
<b>Référence</b>	22D1656062397
<b>Titre</b>	Team Leader
<b>Description du poste</b>	<p>Sales and Service</p> <ul style="list-style-type: none"> <li>*□Lead a sales team, define the sales strategy and achieve the team sales target, enable each team member to achieve their individual sales target</li> <li>*□Ensure a high standard of customer service and experience</li> <li>*□Lead team to build and maintain relationship with clients and develop VIPs, recruit new customers</li> </ul> <p>Operation</p> <ul style="list-style-type: none"> <li>*□Be present in the selling floor as shift leader to oversee daily store operation. Assist team whenever required in the selling process or in any other operation</li> <li>*□Ensure the store operation standard of his/her perimeter: stock management, after service, maintenance, CRM</li> <li>*□Monitor stock situation and ensure the operation standard of own perimeter to support sales &amp; service</li> </ul> <p>Product</p> <ul style="list-style-type: none"> <li>*□In charge of several métiers/product categories in terms of sales, visual merchandising, inventory control, training, etc.</li> <li>*□Be responsible for market updates and give buying advises to store manager</li> </ul> <p>People development and team management</p> <ul style="list-style-type: none"> <li>*□Manage and coach the team: set objectives and assess performance, observe team on the floor and provide ongoing feedback and coaching based on their needs</li> <li>*□Motivate team member with individual recognition via sales results, métier management, customer relationship management</li> <li>*□Motivate teams, create a sense of team spirit, discipline and mutual respect, as well as dedication and loyalty to the company, recognize individual and team efforts</li> <li>*□Ensure teams receive proper training regularly to develop customer service, product knowledge, selling skills and other skills for personal development</li> </ul>
<b>Type de contrat</b>	Emploi
<b>Pays</b>	Chine
<b>Expérience</b>	Expérimenté (3-10 ans)