

Role profile: Area Retail Manager

- Part time (20 – 25 hours a week) with potential for increased hours or job share in the future.
- £27,000 - £30,000 per annum full time equivalent
- Remote/home working - with access to Peterborough City and 25 mile radius.

Are you an experienced retail manager who can help us expand our charity shop portfolio?

Who are we?

Deafblind UK supports people who have both sight and hearing loss. You'll be welcomed into our big family of clinical, operational and administrative staff who are all passionate about making life better for our members.

We are a forward thinking and inspirational charity that believes there are too many people living with deafblindness who are not getting the support they need. We are there for everyone who needs us, when they need us. We give information, advice and support to help people enjoy the things they love doing and we're a listening ear if times are tough.

With around half a million people in the UK experiencing deafblindness and rising, we have ambitious plans to develop five key areas: education, care and support, research, influencing and technology to meet a growing need and to reach even more people with our services.

What do we want you to do?

As our first ever Area Retail Manager, you will manage our ambitious expansion plan and oversee all our shops.

Our two existing shops in Peterborough have both seen impressive increase in turnover and profitability over the past six months. So, we're ready to implement our expansion plan of adding one to two sites to our portfolio each year, covering a radius of approximately 25 miles from Peterborough.

You will quickly get up to speed with the two existing shops to make sure they keep growing as planned and then you'll start researching locations for the next one to open. Before too long we hope you'll be bringing your multi-tasking skills to the fore and getting everything in place for a grand opening, possibly managing the new shop in the short term until all the staff and volunteers are in place.

What can we offer you?

Working for Deafblind UK is flexible and friendly. We support a healthy work-life balance and from the moment you join us, you will be fully supported by the wider team. We know how fast-moving the fundraising industry is and we encourage professional development and continuous learning.

Who we're looking for:

There are some skills, knowledge, experiences and ways of working which we feel are essential to thrive as our Area Retail Manager:

- Retail management experience, ideally within the charity sector, with evidence making an impact on sales and profit.
- Good knowledge the legal/regulatory issues in retail (Health & Safety, Fire Safety, Trading Standards, Gift Aid, GDPR etc.)
- Great organisational and multi-tasking skills, with excellent IT skills
- Good financial nous – comfortable setting, monitoring and managing budgets and with a focus on ROI and producing and analysing financial reports.
- A degree of flexibility, to do evening or weekend working if needed and being on the on-call rota.
- There will be regular travelling around the area so you will need access to a vehicle.

What next?

Interested? Then we'd love to talk to you!

If you'd like a quick chat to find out more, then please contact our partner, Valerie Morton to arrange an informal call - valerie@valeriemorton.co.uk.

If your mind is made up, then what are you waiting for! Please apply by sending your CV, and answers to these questions to valerie@valeriemorton.co.uk.

1. Is charity retail any different from mainstream retail?
2. What are the challenges of managing volunteer staff?
3. Describe a specific idea you have personally come up with and put in place to increase profit in a retail outlet.

Please attach your answers in a separate document in addition to your CV – no covering letters please, your answers should be enough to show why we should take your application forward.

The closing date is 9am on Tuesday 12th March but we will be carrying out assessments on a rolling basis. If we feel we would like to know more about your potential to fill this role, we will be in touch.

We can't wait to hear from you,

Good luck!