**Job Description Template: Head of Stores**

Position: Head of Stores  
Location: [City], [Region]  
Position Type: Full-time  
Department: Retail  
Reports to: [Name/Title]

**About Us**

[Company Name] is a leading retail brand dedicated to [briefly describe your company's mission or vision]. Renowned for delivering exceptional products and services, we are seeking an experienced and strategic Head of Stores to oversee and elevate the performance of our retail locations.

**About the Role**

As the Head of Stores at [Company Name], you will be responsible for providing strategic leadership to our retail stores, ensuring a seamless customer experience, and driving operational excellence. You will lead and mentor a team of store managers, fostering a positive and high-performance culture across our store network.

**Key Responsibilities:**

* Develop and execute strategic plans for the store network to align with overall business objectives.
* Lead and mentor a team of store managers, providing guidance and support to achieve operational goals.
* Collaborate with cross-functional teams to ensure the integration of store strategies with other business functions.
* Monitor and analyse key performance indicators (KPIs) to assess the performance of individual stores and the overall store network.
* Drive initiatives to improve sales performance, reduce costs, and enhance operational efficiency.
* Conduct regular store visits to assess operations, provide feedback, and identify areas for improvement.
* Work closely with the Director of Retail Operations to communicate store-specific needs and contribute to the overall business strategy.
* Participate in the recruitment, training, and development of store managers and other store staff.
* Oversee inventory management, merchandising strategies, and address any operational challenges.
* Ensure compliance with health and safety regulations, industry standards, and company policies.
* Analyse market trends, customer behaviour, and competitor activities to identify opportunities for growth.

**Qualifications and Skills**

* Proven experience in a senior retail management role, preferably as a Head of Stores.
* Strong leadership and team management skills.
* Excellent communication and interpersonal abilities.
* Familiarity with retail operations, including inventory management, sales strategies, and customer service.
* Ability to work collaboratively with cross-functional teams.
* Strong analytical and problem-solving skills.

**Person Specification**

We are seeking a dynamic and results-oriented individual with a passion for leadership and operational excellence. The ideal candidate will possess the following attributes:

* Leadership: Proven ability to lead and inspire teams across multiple store locations.
* Communication: Excellent verbal and written communication skills.
* Team Collaboration: Ability to work well in a team and contribute to a positive work environment.
* Adaptability: Flexibility to adapt to changing priorities and operational requirements.

**What's in It for You**

* Competitive salary and benefits package.
* Access to [specific perks, training, or additional benefits your company provides].
* Opportunities for professional development and career advancement within a reputable retail brand.
* A positive and collaborative work environment.

Joining [Company Name] as the Head of Stores means being a key player in shaping the success of our retail store network. We offer competitive compensation, opportunities for career growth, and a supportive work environment where your contributions are valued and recognized.

*Customise this template to fit your specific company details and requirements.*