

## Descripción de la empresa

Tourvest Destination Retail is a retail business that has dedicated itself to destination retail for over 40 years. Most large airport retailers treat destination gifting as a category, often given lower priority than their main liquor, tobacco, fragrance and confectionary businesses. Destination retail is our speciality, it's all we do, it's what we are passionate about and it's what we have received international acclaim for.

Our strategic strength in terms of developing destination retail is further enhanced by an in-depth understanding of airport retail. We consider airport retail to be one of the most exciting retail environments and branched out into this market more than 20 years ago. We believe that the combination of our destination retail and airport retail expertise is one of the reasons we are successfully in optimising the retail potential inherent in airport destination gifting.

"Encanto Alicante" is a retail concept developed specifically for Alicante airport. It translates the intellectual capital inherent in Alicante specifically and the Costa Blanca and Spain more generally, into an exciting retail experience, offering an extensive range of unique destination gifting to airport guests. The proposed merchandise range is largely bespoke and the store design, creative with a strong sense of drama. These elements combine to produce a highly differentiated outlet with a strong "sense of place", both key factors in order to optimise trading density in this category.

### Anuncio 1 – Store Managers (Gestor de tienda)

#### Descripción

We need to incorporate a Store Manager for our store in Alicante Airport, Open 365 days a year, whose main functions are:

Oversees the day to day management of the store. Ensuring standards for quality, customer service and health and safety are met.

Manage stock levels. Sales & stock analysis of the store.

Responsible for the achievement of the store's sales budgets.

Manage the day to day relationship with AENA in Alicante Airport.

#### Regular communication with Senior Management and other departments

Knowledge of general cashing up procedures, cash controls and Analysis of all sensitive transactions.

Ensure that banking is done on a daily basis – local & foreign currency.

Team Management: managing and motivating a team to increase sales and ensure efficiency. Dealing with staffing issues such as interviewing potential sales staff, conducting appraisals and performance reviews, as well as providing or organising training and development. Performance Management of the staff in conjunction with HR. Staff training where required.

Ensure that the relevant airport security procedures are followed.

Comprehensive understanding of the operating system (once trained) and must be able to operate same

Ensure that documents are sent to HO as required.

Exchange rates updated on daily basis on the system (this may be managed by Finance Dept at HO)

Ensure that month end procedures are prioritised and that all documents and banking is actioned accordingly.

Good understanding of general admin procedures in a retail store environment

Good understanding of basic IR procedures. Experience with IR issues if required.

#### Experience/Skills

- Successfully completed school career (university / college degree / diploma is preferable but not a necessity)
- Minimum 3-5 years experience in a retail environment in a similar Management role.
- Must have successfully managed a team of people before.

- Computer literate.
- Where possible references should be obtained.
- **Must be able to communicate (read, write and speak) in Spanish and English.**
- Valuable a second foreign language
- Good interpersonal & communication skills.
- Assertive, sales orientated, motivated, analytical, solution driven and able to use initiative.
- Be able to hold a good rapport with colleagues on all levels.