



GREAT DANE

Retail Showroom Manager

POSITION TITLE: Retail Showroom Manager

REPORTS TO: Creative Director - Group Director - National Retail Manager

POSITION:

We are looking for a passionate, design-driven manager to lead our Fitzroy team. Established in Melbourne in 2002, Great Dane is a small team of furniture enthusiasts with an unbridled passion for timeless Scandinavian design. This passion and drive for great design have seen us establish an inimitable reputation for quality, service, craftsmanship and knowledge.

The Fitzroy Showroom Manager will be pivotal in growing the Great Dane brand in Melbourne and building a dynamic and enthusiastic team. If you are committed to exceptional customer service, have a keen eye for design and you're excited about the opportunity to work with us, we look forward to hearing from you.

KEY RESPONSIBILITIES:

- Deliver exceptional customer service.
- Generate sales across all areas of the retail business.
- Identify, respond to and optimise client enquiries on our range.
- Oversee the quotation/sales order and delivery process, from beginning to end.
- Build and maintain a large volume of client relationships proactively and efficiently.
- Maintain and improve showroom presentation and visual merchandising
- Key reports to Creative Director, Group Director and National Retail Manager as required.
- Promote the Great Dane brand and educate clients on our manufacturers and brands.
- Lead and build the team in the Fitzroy showroom, being responsible for all aspects of staff management and development.
- Provide strategy and analysis through all facets of the retail sector (client experience, products, marketing, visual merchandising and financials).

- Engage with the Contract Sales Team to deliver a seamless and high level of customer service.
- Liaise with our Warehouse team to ensure smooth operations and communication.

WHAT WE NEED FROM YOU:

- Minimum two years' experience in a management position (preferably within the design and/or luxury sector).
- Ability to lead and inspire your team.
- Love of interior design/architecture and furniture.
- A genuine interest in the value of original design.
- Proactive and results driven attitude.
- Strong planning and organisational skills.
- Confident in all areas of verbal & written communication.
- Exceptional presentation and professional manner at all times.
- Ability to multitask and prioritise all aspects of administration.
- A problem solver who shows initiative every day.
- Ability to create an impact and be a big part of something special.
- Thrives in an entrepreneurial run business.
- Not afraid to take on many varying roles and tasks in your day-to-day duties.
- A contributor who provides feedback and solutions.

DESIRED SKILLS & EXPERIENCE:

- Minimum two years' experience in a management position (preferably within the design and/or luxury sector).
- Ability to lead and inspire your team.
- Love of interior design/architecture and furniture.
- A genuine interest in the value of original design.
- Proactive and results driven attitude.
- Strong planning and organisational skills.
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- A contributor who provides feedback and solutions.

REPORTS:

- Monthly formal and weekly informal sales meetings with your team.
- Monthly reporting to the National Retail Manager and Group Director including monthly sales forecast.
- Quarterly meeting participation with senior managers and retail team.
- Ongoing marketing analysis.
- Strategy and analysis for all facets of the retail business.

To apply please send through your CV and cover letter.

Contact: Matthew@greatdanefurniture.com - Group Director

Applications close Monday 21st November.

Successful candidates will be contacted for interviews as soon as possible.