



**Help us help our customers realize their dreams of a beautiful home! Join the #1 Furniture Company- The #1 Furniture Brand!**

Ashley Furniture, #1 Name In Furniture and the #1 Selling Furniture Store Brand in the World, is seeking dedicated professionals to join our first-class retail operations.

At Ashley Furniture HomeStore people are our most important resource. Ashley recognizes that every employee holds an important key to the company's success no matter what role they are in.

Ashley Furniture HomeStore is looking for passionate, driven people with a history of being the best in their profession. If you are the best in your current position and are seeking a long-term, challenging and rewarding career change, apply now.

In this Retail Store Management position, you would play an integral role in the Ashley HomeStore's future success in meeting our customers' needs and our continued growth.

## **Retail Store Manager**

### **Requirements:**

- Manage HomeStore to meet sales goals.
- Build a business plan including but not limited to advertising, training, sales projections, expense and inventory controls, and GMROI
- Authorize refunds and return with proper request.
- Track close ratio at individual and store levels; monitor average and coaches for growth.
- Develop individual and store sales goals.
- Measure and monitor sales figures and make any needed adjustments for individual and/or group selling strategies.
- Report and discuss sales analysis, goals, and issues with management.
- Maintain current knowledge of competing stores.
- Maintain store records and documentation, including sales data; accounts payable and receivable information; petty cash accounts; employee performance, timekeeping, and HR records; and consumer issue documentation.
- Figure weekly commissions and send data to payroll department.

### **Required Experience:**

- 4 years of supervisory management experience preferably in a retail furniture environment

### **Knowledge of:**

- Microsoft Office Software
- Profit Systems
- Comprehensive knowledge of Ashley Product
- Legalities in the workplace
- Retail operations
- Commission sales

**Skills and Abilities:**

- Ability to influence people in positive ways for mutual benefit to employees and the Ashley HomeStores.
- Ability to delegate authority to others
- Effective interpersonal communication skills
- Effective time management, organizational skills, and problem solving skills
- Maintain confidentiality
- Proficient computer knowledge in Excel, Microsoft Office Tools, and Power Point
- Proficient management of the sales floor from the front line

**Essential Functions:**

To be a successful team member at Ashley HomeStore, you must be someone who:

- Is outgoing, friendly and easy to talk to,
- Gets charged up by interacting with others,
- Conveys information in a way that inspires action,
- Gets excited by developing and sharing fresh ideas, and
- Thrives in an environment that rewards for delivering world-class service and delighting our guests.

Every Ashley associate we hire has:

- Integrity. We do the right things and do things right.
- Passion. We love what we do and it shows.
- Speed. We act fast; we adapt fast too.
- Focus. We laser in on our customer needs and meet them. Period.
- Inspiration. We help our guests bring their home ideas to life.

Come join the #1 Furniture Retailer in North America and #1 Furniture Manufacturer in the World at one of these great Jacksonville, FL or Brunswick, GA Locations: (Jacksonville) St.John's Town Center, River City Marketplace, or Orange Park (Brunswick, GA) Glynn Isles Marketplace

**SFTF, dba Ashley HomeStores is an Equal Opportunity Employer, committed to a diverse and inclusive work environment**