



Beatrice Varga

Store Manager

📍 London, UK

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Languages

English (Fluent)

Hungarian (Native)

Romanian (Native)

Swedish (Basic)

Spanish (Basic)

About

Quality focused Store Manager, efficient and customer-orientated with 8 years of experience and a proven record of success in retail management. Excellent customer service, team leadership, marketing, and time management skills. Student at Arden University in London BSc(Hons) Computing. Looking for new opportunities and new challenges.

BRANDS WORKED WITH

Flannels

Kiko

ZARA

Experience



● Store Manager

Flannels | Jul 2021 - Now

Reporting to the area manager. I am responsible for the management of the store and the team within the store, accountable for any outcomes. I am achieving this by having a strong commercial awareness to train, coach, and progress team engagement, providing inspirational leadership on how to surpass the company objectives. I operate as a business manager for the store, ensuring that business initiatives are met with positivity and pace, whilst controlling and delivering across the board for store operations, customer service, budget control, people, and product.

● Assistant Store Manager •

| Jul 2018 - Jul 2021

Direct sales floor activities, ensuring excellence in customer service and resolving store level problems

- Establish sales goals, manage budgets, devise sales forecasts, consistently maximising sales and profits
- Oversee personnel management, interviewing, hiring, training, mentoring/coaching, and evaluating
- Manage merchandise selection, window displays, and stocking
- Hired, trained, and coached staff to ensure maximum performance within the store
- Developed new and low performing sales associates, educating on sales methodologies as they applied to store offerings
- Supporting sales floor by implementing process improvements
- Opening and closing the store handling money set-up and deposits as well as ensuring store cleanliness and security.
- Scheduling employees as the business requires with targeted hours

● Supervisor

Kiko | Jan 2017 - Jan 2018

Supervised and trained staff

- Interviewed new applicants for sales assistant position
- Merchandised store display by the company requirements
- Drive sales by UPT / Footfall



● Floor manager

ZARA | Jan 2014 - Jan 2017

Dealt with customer complaints

- Worked in all 5 departments of the store
- Knew in and outs of the store procedures
- Trained and managed more than 40 staff members