



Ana Faria

Retail Store Manager

London, UK

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Languages

Portuguese (Native)

English (Fluent)

Spanish (Fluent)

About

Results-driven retail professional with over 13yr experience in retail, five years of leadership experience in fast-paced environments. Proven expertise in coaching teams, managing store operations, and consistently surpassing sales targets. Adept at time management, prioritization, and multitasking to ensure operational efficiency and deliver exceptional customer experiences.

Specializing in staff development, visual merchandising, and optimizing store performance, I am committed to fostering an engaging, luxury shopping atmosphere. Known for a solutions-oriented approach, strong organizational skills, and the ability to thrive under pressure, I excel at driving both team and business success.

BRANDS WORKED WITH

- maje
- Primark
- Sunglass Hut
- Calzedonia Group
- Sport Zone

Experience



● Store Manager Maje

maje | Dec 2023 - Now

As the Store Manager at Maje, I lead a high-performing team to deliver exceptional customer experiences and drive sales. I'm responsible for overseeing daily store operations, team development, and ensuring the store aligns with Maje's brand standards.

Key Responsibilities:

Drive store performance and meet sales targets through strategic management.

Lead and develop a team focused on delivering excellent customer service.

Ensure visual merchandising aligns with the Maje brand.

Manage inventory and operational procedures to maximize efficiency.

Key Achievement:

Manager of the season 2024



● Department Manager

Primark | Mar 2023 - Dec 2023

As a Department Manager at Primark, I overseen the daily operations of my department, ensuring an exceptional customer experience while driving sales and managing inventory. I leat a dynamic team to achieve key performance goals and maintain Primark's high standards in a fast-paced retail environment.

Key Responsibilities:

Manage team performance to achieve sales targets and ensure excellent customer service.

Monitor stock levels and collaborate with the stockroom to optimize inventory.

Ensure department merchandising meets Primark's visual and operational standards.

Train and mentor staff to enhance productivity and engagement.

Key Achievement:

Improved department sales through effective leadership and strategic planning



- **Retail Store Manager**

Sunglass Hut | Jul 2016 - Jun 2022

Starting as an Assistant Manager and advancing to Store Manager at Sunglass Hut, I have gained comprehensive experience in retail operations, leadership, and sales. In this role, I was responsible for overseeing store performance, driving sales growth, and cultivating a high-performing team to deliver exceptional customer service.

Key Responsibilities:

Lead the store to consistently achieve and exceed sales targets.

Manage all aspects of store operations, including inventory control and visual merchandising.

Recruit, train, and develop a motivated team to ensure a seamless customer experience.

Implement strategic initiatives to drive store profitability and enhance brand presence.

Key Achievement:

Promoted from Assistant Manager to Store Manager after achieving consistent sales growth and team development.



- **Sales Associate**

Calzedonia Group | Oct 2014 - Apr 2016

- **caixeira**

Sport Zone | Jul 2013 - Dec 2015

Education & Training

2014

- **Agrup. de escolas Poeta Joaquim Serra**
12ºano,