

Job Title	Store Manager (Nanjing, China)
Location	Nanjing
Country	China
Work Area	Other
Business type	Retail/Store
Full Time-Part Time	Full Time
Duration	Permanent
Job Description	IKEA Retail China is looking for a Store Manager for the new Nanjing Store.

China is one of IKEA's most rapidly growing markets and we are planning to open 2-3 new stores of between 35,000m² and 40,000m² each year. With the lowest selling prices in the IKEA world and low margins the challenge is to manage large volumes of customers and goods with low costs.

The economic development of China has been and continues to be remarkable (28 years with consistent growth above 9%). The income level and living standards of the urban population have developed as quickly and a growing number of Chinese cities represent ideal markets for the establishment of IKEA Stores.

Nanjing the capital city of Jiangsu Province has a population of 4.5 million. For almost 2000 years Nanjing (China's southern capital) has witnessed many significant events in Chinese history. During the Southern Song and the Ming dynasties Nanjing was China's capital city. The city situated on the banks of the Yangzi River has developed into one of China's most attractive secondary cities with broad tree lined boulevards and a developing commercial district.

We are looking for an experienced Store Manager with a deep understanding of the IKEA Retail concept. Who will be fully responsible for securing sales growth, customer satisfaction, co-worker motivation, profitability and for the overall operational performance and standards of the store.

Main Responsibilities

- The creation of the store direction, ambitions, priorities and goals reflecting and supporting those for IKEA Retail China.
- The creation of a specific store development plan for the implementation and realisation of these ambitions, priorities and goals.
- Maximise sales growth through the implementation of IKEA's retail concept and related services.
- Provide the visitor with an enjoyable shopping experience resulting in a high level of customer satisfaction.

- Establish and strengthen IKEA's identity on the local market and within the community.
- Attracting, recruiting, teaching, managing, leading, developing and retaining co-workers.
- Create an environment where the IKEA culture is a strong and living reality.

Requirements

Knowledge & Experience

- At least 5 years of broad IKEA experience
- Strong practical knowledge and experience of an IKEA store.
- A strong interest and understanding of how our customers live, their shopping behaviour and how they experience the store.
- A successful track record in transferring knowledge through coaching.
- A proven track record in understanding and demonstrating IKEA values.

Ability & Skill

- Strong communication skills and an ability to relate to others from different cultures and background.
- To inspire others through the development of a shared direction, ambitions and goals and to realize this by working through people.
- Open to feedback and possess a desire to learn from others.

We can offer a dynamic working environment with a high level of commitment, motivation and enthusiasm. We also offer the chance to experience first hand the remarkable changes taking place in the most populated countries in the world.

If you are interested in this position you can write directly to Gillian Drakeford Deputy Retail Manager China (GIDF) or David Chang, HR Manager Retail china (DCHY). Please state why you are interested and what you believe you can contribute.

Additional Information

Nanjing is the capital city of Jiangsu Province with a population of 4.5 million.

For almost 2,000 years, Nanjing ("China's Southern Capital") has witnessed the most significant events in Chinese history, including its position as nation's capital during the Six Dynasties (220-589 AD) and the Southern Song Dynasty (1127-1279 AD), the onset of Ming Dynasty in 1368 by Zhu Yuanzhang who made Nanjing capital for almost two decades. Many of these events are recorded in the Nanjing Museum.

Nanjing is one of China's most attractive cities. The city has a balanced layout between traditional and modern architecture. Its many broad boulevards are well shaded from the summer heat by tall trees. The river bank by the Yangzi River irradiates nice and peaceful night views; the

beautiful and quiet lake and its forested
islands smooth out the tough edges of a commercial metropolitan ...

Application
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