

**Job Title:** Soccer Specialty Manager

**Department and Location:** Grand Rapids 28th St

**Reports to:** Grand Rapids Regional Manager

**Expected Start Date:** April 15, 2024

## Position Vision

The Gazelle Sports Soccer Specialty Manager will be responsible for all aspects of our soccer retail business. The Soccer Specialty Manager will champion soccer culture, community and sales through product decisions, community engagement and delivering the Gazelle Sports Mission in store and in our community. The ideal candidate for this position is highly motivated, entrepreneurial in spirit, and committed to the growth of soccer at Gazelle Sports.

## Leadership Responsibilities:

- Plan, purchase and evaluate product inventory needs in collaboration with the Director of Purchasing and our key vendors.
- Lead assigned floor shifts as Sales Floor Leader.
- Build and maintain strong relationships within the West Michigan Soccer Community.
- Train team members to deliver an exceptional customer experience to our soccer customers.

## Position Expectations:

- Manage and adjust in-stock position and pricing to meet company financial targets.
- Build future orders as well as at-once orders based on current business trends, forecasted sales, budget, and strategic growth opportunities.
- Communicate key items, promotions, and storytelling opportunities with brand, marketing, and store teams.
- Partner with our shipping and receiving teams to correct order discrepancies.
- Work closely with the full Purchasing Team to build a cohesive inventory plan that meets the needs of our strategic priorities, forecast, and customers.
- Work in partnership with store managers and visual merchandising lead to build a best brand forward soccer experience in-store.
- Work in collaboration with Team Gazelle to create collaborative opportunities with soccer organizations and community partners that amplify the sport of soccer.
- Develop location specific strategies to engage with the soccer community, increase awareness and ultimately drive traffic to the Grand Rapids area stores.
- Coordinate and execute in-store or market events.

- Communicate regularly in-store activations, goals and results with Regional Manager and team
- Build and support a positive culture that fosters our Gazelle Sports core values.
- Support Team Gazelle in club outreach (ie press nights, pop-up stores)
- Promote a diverse and inclusive environment for team members, customers and community members.

## Position Requirements:

- Outstanding verbal and written communication skills.
- A complement of exceptional sales and customer care skills
- Excellent organizational skills and attention to detail.
- Effective time management skills with a proven ability to meet deadlines.
- Strong analytical and problem-solving skills.
- Strong supervisory and leadership skills.
- Ability to prioritize tasks and to delegate them when appropriate.
- Ability to function well in a high-paced and at times stressful environment.
- Strong ability to work collaboratively with all teams and departments across the organization.

## Preferred Skills and Experience:

- High school diploma or equivalent.
- At least three years of retail and/or consumer service experience
- At least one year of people leadership and management experience
- Proficient understanding of Microsoft Office Suite
- Demonstrated ability to recruit, build and lead high-performing teams
- Fluent in Spanish.

## Other Requirements:

- Flexibility and willingness to work a combination of mornings, evenings, weekends, and holidays based on the needs of the business.
- Must work a minimum of two scheduled sales floor shifts per week.
- Active engagement in the local soccer community.