

Range Executive

IKEA is the world's leading home furnishings retailer with 403 stores in 49 countries. IKEA started its operations in Bulgaria through House Market, which is a part of Furlis Group of Companies. We are currently operating 5 stores in Greece, one in Cyprus and one in Bulgaria, 5 Pick-up points in Greece, three in Bulgaria and an online store in each country.

For our team in IKEA Sofia Store we are looking for:

Range Executive

RESPONSIBILITIES:

- To ensure that the range of the HFBs is correctly selected and priced including in the annual Catalogue and various Brochures;
- To achieve the Sales turnover, profit and Gross Margin goals of the HFBs of responsibility;
- To conduct the respective GPS for the HFBs of responsibility;
- To implement all the agreed actions set in order to improve the Brand capital, the ICSS & the 4 axes indices;
- To ensure that all company, legal and health & safety guidelines are followed in all areas of responsibility and at all times;
- To closely monitor and manage all operating costs and P&L elements related to the areas of responsibility;
- To support all the Range processes based on the yearly range cycle.

REQUIREMENTS:

- Strong Customer Focus and Commercial thinking;
- Good planning, organizational, and follow up skills and team oriented personality;
- Very good communication and interpersonal skills;
- Achievement drive, initiative taking, and problem solving skills;
- Analytical abilities;
- Very good command of Bulgarian and English language;
- Very good knowledge of MS Office;
- Ability to work under pressure and strict deadlines;
- University Degree preferably Bachelor in Business Administration, (a Post Graduate degree will be considered as an asset);
- Minimum 3 years' experience in retail Sales departments;
- Good knowledge of Navision will be considered an asset.

We offer:

- Work on schedule at 8-hour day;
- Opportunities for development in one of the most successful retail companies worldwide;
- Initial training;
- Highly professional and fast working environment.

Additional benefits:

- Discount in IKEA and Intersport stores;
- Food vouchers;
- Bus pass;
- Annual bonus, based on the store's achievements;
- Additional health insurance;
- Preferential prices at the restaurant for employees;
- Access to a doctor, located in the store, one per week;
- Christmas gift vouchers;
- Holiday vouchers from internal initiatives.

Family benefits:

- Voucher for birth of a child;
- Voucher for marriage;
- Voucher for child with excellent grades in school;
- Voucher for a newly admitted student in university – child of our employee.