



## **JOB TITLE: RETAIL OPERATIONS MANAGER**

**Why work for us?** We are a group of enthusiastic and caring people dedicated to changing lives. We operate 24 studios in 4 regions and growing! We offer terrific perks and love to promote from within! There's exciting things happening at YogaWorks, come join the team!

**Job Overview:** The Retail Operations Manager is responsible for managing our in studio and ecommerce retail business, hitting sales and revenue targets and providing overall direction and leadership with Retail initiatives.

### **Duties & Responsibilities:**

- Manage team of 9 people (DC Manager, Tagging Assistant, 5 Merchandisers and 2 Buyers)
- Hit revenue and profit targets with special focus on gross margin and pricing promotions (manage the Retail Profit & Loss center)
- Manage annual open-to-buy budget
- Implement studio improvements to retail spaces with SVP of Operations and independently
- Launch new studio retail spaces: fixturing, inventory build etc.
- Partner with marketing to provide content for newsletters and special promotions
- Spearhead internal marketing through training, incentives, lookbooks and other tools
- Provide weekly/monthly/quarterly sales analysis
- Assist with physical inventory training and reconciliation
- Ensure that loss prevention policies, systems and procedures are implemented in all studios and that any discrepancies in stock inventory are timely investigated to minimize the risk of loss.
- Actively engage with home office department heads to continuously support regions.

### **Minimum Requirements:**

- Retail Management experience required
- Profit and Loss center experience preferred
- Experience with effective team and remote leadership.
- Flexibility, able to handle multiple projects & shift priorities as needed
- Interest in yoga and a health and wellness lifestyle a plus