

AÉROPOSTALE

STORE MANAGER

RESPONSIBILITIES

Sales

- Meet sales plans and expectations
- Meet statistical quality selling expectations
- Develop/implement seasonal strategies to increase sales and quality selling statistics
- Lead the selling effort on the floor
- Act as role model for customer interaction

Personnel

- Make sound hiring decisions
- Anticipate hiring needs, recruit management and staff
- Train employees for increased effectiveness
- Develop employees to support career growth, meet expectations for internal promotion
- Evaluate performance against company standards

Merchandising

- Lead execution of company directed floor set and visual display
- Lead execution of company marketing strategies
- Drive sales results by ensuring appropriate merchandise levels on selling floor

Operations

- Responsible for executing company policy and procedures related to store operations

CRITICAL SKILLS

- Leadership
- Interpersonal communication
- Planning
- Time management
- Decision making
- Motivation
- Delegation
- Problem solving
- Staff and management development
- Competition and industry awareness

PERSONAL TRAITS

- Commitment to career growth of self and others
- Team focus
- Professional
- Confident
- Awareness of fashion trends and personal appearance
- Flexible, open to the ideas of others
- Positive outlook
- High level of integrity

PREQUALIFIERS

- 2+ years as a Store Manager in similar volume, apparel business
- Total 3+ years of retail supervisory experience

To apply use the following options:

Email – Careers@aeropostale.com

Apply directly by visiting the storeline career section of aeropostale.com

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ASSISTANT MANAGER

RESPONSIBILITIES

Sales

- Meet sales plans and expectations
- Meet statistical quality selling expectations
- Lead the selling effort on the floor
- Act as role model for customer interaction

Personnel

- Recruit associates and assist in meeting manpower needs
- Assist in hiring associates
- Train and develop associates for increased effectiveness
- Evaluate associate performance against company standard

Merchandising

- Assist in execution of company directed floor set and visual display
- Assist in execution of company marketing strategies
- Ensure appropriate merchandise levels on selling floor

Operations

- Responsible for executing company policy and procedures related to store operations.

CRITICAL SKILLS

- Leadership
- Interpersonal communication
- Planning
- Time management
- Decision making
- Motivation
- Delegation
- Problem solving
- Staff development
- Competition and industry awareness

PERSONAL TRAITS

- Commitment to career growth of self and others
- Team focus
- Professional
- Awareness of fashion trends and personal appearance
- Flexible, open to the ideas of others
- Positive outlook
- High level of integrity

PREQUALIFIERS

- 9 + months as Assistant Manager in similar volume, apparel business with 2+ years of supervisory experience or college degree: Associates or Bachelor's (preferred)

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SALES LEAD

RESPONSIBILITIES

Sales

- Assist in meeting sales plans and expectations by supervising the selling floor and managing the Accessory business
- Assist in meeting statistical quality selling expectations by acting as role model for customer interaction
- Lead the selling effort through scheduled and tracked Floor Supervision segments.

Personnel

- Assist in training product information, customer service

Merchandising

- Support merchandising effort by maintaining standards
- Emphasize focus on Accessories: Sized, Signed, Recovered, Detailed

Operations

- Responsible for executing company policy and procedures related to store operations
 - May train cashiers
 - May process high-risk register transactions

CRITICAL SKILLS

- Interpersonal communication
- Decision making
- Time management
- Delegation
- Problem solving

PERSONAL TRAITS

- Team focus
- Professional
- Awareness of fashion trends and personal appearance
- Flexible, open to the ideas of others
- Positive outlook
- High level of integrity

PREQUALIFIERS

- Career-minded toward advancement in retail management
- Minimum 21 years of age

EXTERNAL CANDIDATES

- 2+ years of supervisory experience.

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SALES ASSOCIATE

RESPONSIBILITIES

Sales

- Assist in meeting sales plans and expectations
- Assist in meeting statistical quality selling expectations
- Interact with customers
- Provide customer service and communicate the brand identity

Operations

- Assist in maintaining store standards for merchandising, cleanliness and store operations.

CRITICAL SKILLS

- Interpersonal/Communication Skills
- Customer Service Skills

PERSONAL TRAITS

- Team focus
- Professional
- Confident
- Awareness of fashion trends and personal appearance
- Flexible, open to the ideas of others
- Positive outlook
- High level of integrity

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MERCHANDISE FLOW ASSOCIATE

Part Time or Full Time 35 + hrs

Responsibilities

- Assist in meeting/exceeding sales plans and expectations
- Maintain stockroom organization and cleanliness standards
- Work with managers in planning/execution of floor sets and merchandise recovery
- Knowledge and experience with Aeroteam program
- Responsible for executing company policy and procedures related to stockroom standards including but not limited to the following.
 - a) Merchandise Flow checklist
 - b) Presentation program
- Participate in weekly management meetings (determined based on store volume)
- Full Time Merchandise Flow Associate position only applies to \$2.5m stores and higher.
- Full Time Merchandise Flow Associate may provide Merchandise Flow support for two stores in close proximity. (20 miles maximum)

Critical Skills

- Organization
- Interpersonal/Communication Skills
- Planning
- Time management
- Problem Solving

Personal Traits

- Professional
- Confident
- Team Focus
- Flexible, open to the ideas of others
- Positive outlook
- Reliable
- High level of integrity

Prequalifiers

- Must be 18 years of age minimum.
- 1+ years retail experience

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