

Retail and Wholesale Trade Managers

Retail and Wholesale Trade Managers are professionals who plan, direct, and oversee the operations of retail stores, wholesale outlets, or distribution centers. They ensure efficient business operations, optimize sales, manage staff, and maintain customer satisfaction.

Duties and Powers

- Plan, organize, and manage retail or wholesale operations, including sales, inventory, and distribution.
- Supervise and train staff, including sales personnel, store managers, and warehouse employees.
- Develop sales strategies, promotions, and marketing initiatives to increase revenue.
- Monitor inventory levels, order stock, and manage supply chain processes.
- Ensure compliance with safety, health, and industry regulations.
- Analyze sales data, financial reports, and market trends to guide business decisions.
- Maintain relationships with suppliers, vendors, and business partners.
- Resolve customer complaints, disputes, and operational issues effectively.
- Prepare budgets, forecasts, and operational reports for senior management.
- Implement policies, procedures, and quality standards to optimize efficiency and service.