

# Just the Job

## Information Sheet

### Job title

Mitre 10 Regional Manager

### Job description

- To **develop, identify, supply and support** the implementation of best practices solutions aiming to meet the overall business objectives of Member Principals, their Management Teams and the Retail Operations Team.
- To **monitor, review, report and advise** on all trading activities such as financial, sales, marketing, human resources and operating standards for all Mitre 10 Solutions and Hammer Hardware stores.
- To **maintain and manage** relationships, between/with, Mitre 10 Solutions and Hammer Hardware stores and Support Centre departments, ensuring the continuous optimisation of services and solutions.
- To **represent** both Mitre 10 Solutions and Hammer Hardware stores and Support Centre interests, needs and expectations by facilitating communication to, from, between and with Mitre 10 Solutions and Hammer Hardware stores, Support Centre departments, suppliers and any potential stakeholder.

### Qualifications required

Becoming a regional manager generally involves a commitment to a certain company.

It helps to have a lot of retail experience.

Qualifications: National Certificate in Retail Level 2, National Certificate in Retail Level 3 and National Certificate in Retail Level 4. All can be completed in the workplace and are different stages of employment from shop floor to management level.

### Training costs

These costs are generally taken on by the employer:

- National Certificate in Retail Level 2: \$150 - \$250 (excluding GST)
- National Certificate in Retail Level 3: \$250 - \$350 (excluding GST)
- National Certificate in Retail Level 4: \$650.00
- Retail Modern Apprenticeship: \$3000 is available over the three year period to reimburse employers for any costs associated with the training. In most cases the subsidy may cover the total cost of training and assessment.

### Location of job

Mostly office-based.

Sometime on the road visiting branches of the region.

### Career path

- Sales (entry level)

- Sales (Experienced)
- Assistant Merchandise Planner
- Merchandise Planner
- Assistant Buyer
- Buyer
- Customer Service Manager
- Assistant Store Manager
- Store Manager
- Visual Merchandising Manager
- Visual Merchandiser
- Merchandise Controller
- Centre Management
- Retail Operations Manager
- Business Development Manager
- Area Manager
- Regional Manager
- General Manager
- Retail Development Manager
- Loss Prevention Manager

### **Salary range**

Pay for retail salespeople varies between employers. Their pay may depend on age, experience and responsibility. It is usually between \$9 and \$15 per hour, but some employers pay commission on goods sold.

- Sales = \$13 - \$15 per hour
- Assistant Merchandise Planner = \$35,000 - \$45,000
- Merchandise Planner = \$45,000 - \$70,000
- Assistant Buyer = \$35,000 - \$50,000
- Buyer = \$50,000 - \$85,000
- Customer Service Manager = \$60,000 - \$80,000
- Assistant Store Manager = \$28,000 - \$40,000
- Store Manager = \$30,000 - \$50,000
- Visual Merchandising Manager = \$45,000 - \$75,000 + car
- Visual Merchandiser = \$30,000 - \$45,000
- Merchandise Controller = \$100,000 - \$150,000
- Centre Management = \$50,000 - 80,000 + car
- Retail Operations Manager = \$80,000 - \$150,000 + car/car allowance
- Business Development Manager = \$70,000 + car & commission
- Area Manager = \$50,000 - \$70,000 + car/car allowance
- Regional Manager = \$60,000 - \$100,000 + car/car allowance
- General Manager = \$95,000 - \$180,000 + car & bonus
- Retail Development Manager = \$70,000 - \$110,000
- Loss Prevention Manager = \$55,000 - \$100,000

### **Other careers this profession could lead to**

Personal Shopper  
 Distribution Centres  
 Overseas Buyer  
 Sales Representative for product lines etc

### **How to increase the chances of successfully entering this industry:**

Introduce yourself to shop staff get some part time work in a shop. Get some work experience by doing the Introductory Certificate to Retail.

### **Other places to source information about this job**

[www.retailito.org.nz](http://www.retailito.org.nz)

retail world resourcing: [www.rwr.co.nz](http://www.rwr.co.nz)

[www.kiwicareers.govt.nz](http://www.kiwicareers.govt.nz)