



Retail Store Managers

Retail store management jobs are a very popular choice for many individuals. This is a professional position that requires hard work, dedication, and a commitment to excellence. Individuals that elect to perform in this particular position may choose to engage in educational training that surrounds business and management focus, however, this is not always a necessary criterion for acquiring the position. In many cases, experience alone may prove to be sufficient in determining the eligibility of a particular candidate for a retail management position. In this career guide, you will be introduced to the components of the position as a manager in retail sales.



Retail store [management jobs](#) are quickly emerging as a popular professional choice for the individual who enjoys [sales](#), people, and leading others. The individuals who acquire this type of position manage a wide variety

of stores. Many may elect to work in a store that specializes in one particular product, or one that sells a certain type of merchandise. Examples include that of a grocery store, a store that specializes in selling clothing, or even a store that focuses on providing alcoholic beverages and accessories to the public.

Naturally, there are many different types of specific stores; these examples simply outline three of the most common types. Many may not want to work in a single store environment. For these, being a department store manager is most appropriate. In this job, these individuals simply manage the “department” that they are assigned. Here, you will learn more about [retail store management jobs](#) and what is necessary to acquire this type of position.

Education

When it comes to the position of the retail manager, [education](#) is important. You will find, though, that not all the education that potential employers look for is obtained through an educational institution. Some of the education that many employers look for fit into categories like “experience”, “Computer aptitude”, and coursework completed in other jobs, such as “[sales training](#)”. There are certain positions in this type of management position that requires a strong educational background received at an educational facility. In many cases, you may be required to obtain one of the following degrees:

- Business Administration
- Associate Degree in Business Related Topics
- Business Management
- Accounting

- Marketing
- Computers
- And, similar topics

Most companies that offer this type of position also offer a type of in-house training for individuals that are interested in this type of position. Most of these types of training programs focus on teaching the policies and procedures of the company, sales techniques, scripting that is necessary, leadership techniques, and similar topics that can assist in making one successful in work in this field.



The Conditions of the Job

When it comes to retail management jobs, there are actually several different types of working conditions that can be experienced. Ultimately, the conditions are dependent on the type of store that you elect to work in. For example, if you choose to manage a store that specializes in teen clothing and jewelry, you may find that it is a bit noisy and busy. If you manage a store that focuses on clothing and jewelry for the upper class, you may find that the store is relatively quiet. If you focus on working at a store that specializes in selling toys and games, you may find that the store is often crowded and relatively noisy. The type of store that you work in has everything to do with the consumer conditions that you will be exposed to.

As a retail manager, you will also deal with several different types of people. These people may be the ones that you manage, or the ones that come into the store as customers. Furthermore, it is not uncommon to experience stress associated with the productivity and profits of the store. This may, at times, lead to long hours, but the job is noted in having a high level of satisfaction. The success that the store, or the department, that you elect to work in has a lot to do with the work that you put in to it, as well as the work that the employees that you manage put into it.



Retail Career Feature

Wages and Benefits

Wages and benefits of the retail store management jobs that are available today are very important when it comes to considering this type of position. Generally, the amount of money that you can make in this type of position weighs heavily on the size of the store, the products that are sold at the store, and the overall profitability that the store experiences on the whole. While about \$9.00 hourly seems to be the average in most cases, many managers enjoy the luxury of making nearly \$18.00 on an hourly basis. One of the benefits of working in this type of job is that most managers

will make an increase in earnings due to special bonuses and incentives due to sales and increased earnings overall.

The benefits of a position in this type of job include an allowance for vacation, leave for sickness and injuries, and even medical benefits. There are many positions that also include an allowance that is designated towards retirement. You may even have the option of prescription plans, life insurance, and stock options. Once again, this heavily depends on the company that you work for, as well as the type of store that you work for. A retail store management job is an excellent choice for the person who loves sales, people, and leading others.

EmploymentCrossing is the largest collection of active jobs in the world.

We continuously monitor the hiring needs of more than 250,000 employers, including virtually every corporation and organization in the United States. We do not charge employers to post their jobs and we aggressively contact and investigate thousands of employers each day to learn of new positions. No one works harder than EmploymentCrossing.

Let EmploymentCrossing go to work for you.