

Director, Retail Sales and Design

Full-Time (Salary, Benefits)

Memphis Redbirds/Memphis 901 FC /AutoZone Park

Job Summary:

The Director of Retail Sales and Design will oversee the Memphis Redbirds, Memphis 901 FC and AutoZone Park retail operation including satellite locations in the Memphis market and on-line. The Director of Retail Sales and Design will oversee all design and ordering and be responsible for researching and developing existing and emerging trends, creating illustrations and collaborating with third party vendors. The Director of Retail Sales and Design will work with in-house design and outside vendors to create apparel styles from concept through production, including for Memphis 901 FC own line of apparel. Creativity and a clear understanding of fashion trends are critical for this job in order to build brand equity.

The Director of Retail sales will manage a staff to handle inventory control, scheduling and procedures related to the sale of team-logo apparel, souvenirs and novelties and must have a sense of urgency and follow-up skills in order to make certain deadlines are always met.

Essential Duties and Responsibilities:

- Develop and execute a profitable retail strategy for baseball, soccer and private label brand at AutoZone Park.

- Oversee all merchandise design, purchasing, pricing and inventory for two professional sports teams.
- Develop, manage and execute online sales strategy.
- Meet with licensed suppliers and adequately order inventory to keep the store and satellite locations properly stocked with fast-moving product
- Staying current with the latest retail trends and incorporating those into the product mix
- Rotating new inventory continuously and changing the look of the store on a regular basis
- Ability to engage customers and sell products
- Develop processes, procedure and management reports for retail functions including inventory management, profitability, loss prevention, purchasing and analytical analysis
- Flexibility to work weekends, nights and holidays; participating in covering of field as necessary
- Hire, train and motivate part-time staff
- Maintain ongoing communications and conduct regular visits with store management to assure merchandise consistency and best practices throughout organization
- Provide direction to assure proper execution of product set-up and visual merchandising strategies
- Assist in managing internal product and special order strategies corporately as needed.
- Annually review, recommend, and manage employee uniform strategies with vendors to ensure highest quality of product and look

- Travel to various industry events and trade shows
- Develop an inventory strategy and system to accommodate multiple professional teams and retail outlets and team apparel needs
- Perform other duties as assigned

Qualifications:

- Minimum of 3 years in retail management, purchasing and inventory management
- Professional sports experience in a high-volume retail operation
- Demonstrated knowledge of practices and principles of retail sales/management and accounting
- Proficient in Microsoft Office and Adobe Suite
- Excellent interpersonal, verbal and written communication skills; ability to communicate effectively at all levels both internally and externally

Physical Demands:

- Required to work long hours standing.
- Required to work in various weather conditions including cold, rain, heat, etc.
- Use of computer, sitting, standing, reaching with arms and hands, climbing, balancing, stooping, bending, lifting of items up to 35lbs, pushing, pulling, kneeling, and/or crouching.

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.