



## **Area Manager**

**FT hours**

**Salary £22k-24k plus car allowance, bonus and benefits**

### **Are you passionate about sales?**

There could not be a more exciting time than now to join NM Money, part of the Notemachine Group. As our business continues to grow, we're looking for exceptional individuals, who put customers at the heart of everything they do and with excellent attention to detail, to join us as an Area Manager.

Your role will be an important one - responsible for the overall management of a designated area of branches through a team of Sales Advisors and Senior Sales Advisors. Responsibilities include: (a) continually working to improve branch profitability (b) ensuring that Company policies and best practice are improved and adhered to at all times. (c) ensuring that all colleagues receive appropriate training and development and are motivated and competent to do the job.

If you have previous experience in a retail management or sales focussed environment, ideally with experience of managing multiple sites then apply now - we'll provide full training to suitable candidates.

Our Full Time contract offers 40 hours per week - you will be able to work a mixture of weekdays, weekends and Bank Holidays. You may also be required to work evenings, depending on branch trading times.

### **The role**

Your duties as an Area Manager will include the following:

- Responsible for the delivery of sales and profit targets for all branches within your remit.
- Ensure that sales are maximised whilst minimising costs affecting the profitable performance of each branch.
- To visit and monitor every branch within your remit at least once per fortnight with additional emphasis placed on the highest volume and new branches in the area.
- In conjunction with Resourcing and HR, recruit and select new colleagues, ensuring we recruit the right individuals who are sales-focused and have excellent communication and customer service skills.
- Be highly visible, open, and approachable and provide a positive example based on your own skills, experience, commitment and professionalism.
- Provide timely and accurate feedback on marketplace pricing on FX rates with recommendations for adjustments while striving to maximise profit margins.
- To develop marketing promotions/ strategies to ensure we are targeting and attracting different markets and clientele and provide a marketing plan for each branch, exploiting shared services through Shopping Centre landlords, BIDs or TICs.
- To ensure effective induction, training, assessment, sign off and reviews for all new colleagues.

### **The benefits and rewards**

We encourage all of our people to develop their careers within NM Money and to be the best that they can be. That's why we train to the highest standard through 'on the job' training, to ensure that you are able to provide the very best service to our customers.

As well as great career development, you'll also receive the following:

- Competitive salary
- Monthly paid bonus schemes
- Discount on travel money
- Access to a range of benefits with high street and online retailers
- Long service awards
- Contributory pension scheme
- Childcare voucher scheme

Don't miss this great opportunity to become part of our growing business.

To apply drop your CV into the branch, apply online or email your CV across to [happlications@eurochange.co.uk](mailto:happlications@eurochange.co.uk) quoting **TMAM(M)**