



Career Seekers Direct
Career Management Services

Career Seekers Direct Focus On The Retail Industry

There are many different types of jobs within retail. Whether you love the idea of working face to face with customers, have your heart set on designing new exciting products, or enjoy business in general, there's a career for you in retail.



What type of jobs are there in retail?

Shop floor/sales assistant: Whether you're looking for a part time job whilst studying, or are looking to kick start your career, sales assistant roles are a great place to start as you often don't need a great deal of prior experience. You could typically expect to be working on the till serving customers, restocking shelves/rails, promoting new products, and helping customers with queries. And you could also consider taking an NVQ (National Vocational Qualification) in retail too, which is supported by many retail employers.

Management: As a store manager you would likely have general responsibility for meeting sales targets, checking stock levels, cashing up and ensuring customers receive good service. But it's not just about the customers, you'd also be monitoring staff performance, training new staff members and managing staff rotas. Generally speaking, for those who show drive and commitment, progressing from sales assistant to assistant manager or manager roles can happen in a relatively short period of time, perhaps within the first year or two. And from there you may chose to/be able to progress up to regional management positions – where you look after more than one store.

Buyers: are responsible for selecting, sourcing and purchasing new product ranges that are suitable for a store/whole organisation's customers. You would be carrying out industry research to establish current trends, presenting collections and writing reports. Some international travel is sometimes required too as you may need to check out new products from overseas. You would usually work your way up from junior or assistance buyer, and may have entered the buying department from the shop floor or after graduation from a retail or business degree (or similar).

Visual Merchandising: This is a creative role which would require you to create store displays that grab the customers' attention and boost sales. Sometimes visual merchandisers work for the

company that owns the store, and sometimes they work for a separate organisation which specialises in visual merchandising.

Designer: This could involve designing high street fashion, furniture, soft furnishings, sports equipment and many other things that are sold in retail. You would be selecting materials, keeping up to date with trends, creating sketches and negotiating costs as well as overseeing production. You'll likely need a specific qualification for this type of role, such as a fashion or product design degree.



There are many other roles within retail such as logistics, health & safety, finance, marketing, human resources and training.

Types of retail include small independent stores, department stores, convenience stores, supermarkets, online retail and more.

It's becoming increasingly possible and popular for people to run their own retail businesses, especially online, as financial outlay can often be kept very low. This is often easier once you have some business experience, but also depends on what you'd like to sell and how quickly you'd like to make a significant income.

Routes into retail careers range from a business or retail degree through to on the job training and NVQ's. You may start on the shop floor, or you may enter head office on a specific graduate scheme. This will vary from employer to employer so research is really important.

Who are the Top Employers in this sector nationally for graduates?

The retail industry is dominated by supermarkets, with the 4 biggest retailers in the UK being Tesco, Sainsbury's, Walmart (Asda) and Morrisons and they tend to offer great training too.

According to the *Guardian UK 300 Survey 2019/20* the top ten graduate retail employers are:

- Amazon
- Apple

- John Lewis
- BMW Group
- Arcadia Group
- Marks & Spencer
- Aldi
- Boots
- Abercrombie & Fitch
- Tesco

But **other main retail employers** include: Arcadia, Debenhams, H&M, Primark, ASOS, Argos, Dixons, Signet and many more selling a whole host of different products.

How do you know if a job in this industry is right for you? If you are choosing your first career or looking for a career change, our Career Compass Programme can help you see if you are a good 'career fit' for this industry and help you create an action plan to get a role.

Please contact Eva on 07901 517012 or email enquiries@careerseekersdirect.co.uk