

Job Description

Job Title: Community Superstore Manager

Responsible to: Business Development Manager

Responsible for: Deputy Manager, Stock Driver/s and volunteers

Job Purpose:

Acorns have a network of shops across the West Midlands. Our shops generate a substantial level of income and goodwill to enable us to care for children and their families.

Our focus is around empowering volunteers to maximise their potential within our shops. The Community Superstore Manager has the freedom to make local decisions to drive their business within their community, to encourage volunteer and donor support, and to act as an entrepreneur to maximise every sales opportunity available. The role of Community Superstore Manager is at the forefront of Acorns role within the community.

Key Objectives:

- a) To maximise a Superstore's financial contribution to support the work of Acorns
- b) To represent Acorns in the community
- c) To manage a Superstore that is safe, clean, happy, vibrant within a supportive environment
- d) To encourage donations, volunteer contribution and customer purchases from the local community
- e) To implement and manage processes for the effective collection, delivery and processing of goods associated with the Superstore
- f) To implement our required working practices and policies

Main Duties:

Maximising income and profitability

- a) Strive to beat your agreed target for donated sales and gift aid
- b) Take an entrepreneurial approach to generating income within your shop, and take every step to maximise available opportunities to grow donated sales and gift aid
- c) Create an exciting shop floor experience that makes Acorns stand out from our competitors
- d) Make local decisions about the quality of stock, levels of pricing and style of merchandising, leading a team of volunteers to uphold these standards
- e) Maximise income from gift aid by utilising robust systems and processes. Inspire volunteers to grow donor sign-ups and process gift aid stock efficiently
- f) Implement and ensure adherence to a collection and delivery process that maximises the financial impact of logistical support
- g) Review sales reports from the EPOS system, analyse and make decisions based on the data and trends these reports show
- h) Ensure that the Superstore is open during set trading hours
- i) Control Superstore expenses and costs
- j) Work closely with your Business Development Manager to ensure that they are up to date with the activity of the shop, and are therefore able to fully support you to achieve your Superstore's targets

Leading People

- a) Provide inspired leadership and motivation for a team of volunteers. Maximise the potential of every individual within your Superstore by understanding their skills and experiences, and utilising them to reach their full potential
- b) Develop, and then work to localised structures and systems that are easy for volunteers to perform within and maximise the impact they can have within the shop. Train volunteers within these systems
- c) Grow and develop volunteers, including any appropriate 'Key Volunteers' to take responsibility for different departments and Superstore activities, including stock vans
- d) Connect volunteers to the work of Acorns Children's Hospice so they fully understand that their contribution is recognised and appreciated
- e) Set a high standard for customer service, and manage the team to achieve this
- f) If applicable, develop a good working relationship, providing a high level of support and management for the Deputy Manager and/or Stock Driver/s (for example using My Career, regular 1:2:1s and performance management)
- g) Identify potentially difficult situations, such as conflict between team members and, with support from Business Development Managers, manage these situations in line with Acorns policies

Community Impact

- a) Firmly embed your Superstore into the fabric of the local community by being proactive in assessing opportunities within the community for the shop to get involved in
- b) Plan and develop internal and external events to grow the profile of the shop within the local community
- c) Become a beacon of the local community and develop a network of organisations, clubs and societies who can aid our cause
- d) Drive volunteer recruitment within the local community to maximise the number of people who volunteer within your shop
- e) Source donated stock, ideally with gift aid, from the local community, with focus on the key product lines that maximise income
- f) Develop local donation schemes within the community ensuring recruitment and management of a team of volunteers to service these schemes
- g) Ensure that Superstore windows, posters and chalk board communicate with the local community and help to promote your shop's volunteer, donor or customer messages
- h) Work with the partnerships team to ensure that corporate supporters are engaged to maximise all opportunities

Working practices and policies

- a) Work within Acorns policies and procedures, and adhere to these at all times
- b) Implement systems and processes ensuring compliance with Acorns policies and procedures including financial management, complaints, safeguarding, welfare and Health & Safety
- c) Complete necessary paperwork to comply with our policies and keep the shop safe and legal.
- d) Attend and contribute at training courses and meetings as required
- e) Be available to work in other shops on occasion to cover sickness and absence

Other Duties

- a) To act as an ambassador for Acorns raising awareness of its charitable aims and objectives and enhancing its reputation through exemplary behaviour, conduct and team working.

- b) To contribute to Acorns fundraising aims by raising awareness with your stakeholder groups about how vital fundraising is to the charity's mission and sharing opportunities for fundraising support
- c) To put the needs and interests of Acorns children and young people and their families first in all aspects of your work.
- d) To ensure compliance with Acorns policies for diversity, employment, equal opportunities, health and safety, information governance and safeguarding.
- e) To actively participate in a performance and development review process and any training and development identified to further enhance your role with Acorns.
- f) To be innovative, commit to continuous learning, researching new ideas, monitoring new technology advancements, sharing good practice across the team and colleagues.
- g) In accordance with the Acorns Children's Hospice Health & Safety Policy all employed persons while at work are required by Section 7 of the Health & Safety at Work Act to take reasonable care of their own health and safety and that of others who may be affected by their acts or omissions.
- h) Carrying out any reasonable duty as requested by your line manager.

This job description is intended as a guide to the range of duties covered and it should not be regarded as inflexible. There is a mutual obligation to modify the approach to the role of a Community Superstore Manager when changes in the work situation occur. If there is anything you need help with clarifying or understanding, then please seek the support of your Business Development Manager

Acorns adheres to the United Nations Convention on the Rights of the Child. As an employee you will be a Duty Bearer for Children's Rights and support all children to be Rights Holders.

PERSON SPECIFICATION - Community Superstore Manager

	ESSENTIAL	DESIRABLE
QUALIFICATIONS	<ul style="list-style-type: none"> • Good standard of general education including English and Maths 	
EXPERIENCE	<ul style="list-style-type: none"> • Proven experience of leading a team of people • Proven experience of motivating and developing people to achieve their potential. • Experienced and comfortable delegating responsibility to team members and understand management role in delegation. • Driven by making money in the superstore and proven experience of leading and inspiring a team to exceed targets • Proven experience as a clear and positive verbal communicator. • Proven experience of taking on board team members opinions when making decisions. • Proven problem solver who can manage conflicting priorities and achieves positive outcomes. • Experience using Microsoft Office programmes, email, use the internet, and confident doing so. • Experience in dealing with the public 	<ul style="list-style-type: none"> • Experience of working with volunteers. • Experience of taking an entrepreneurial approach to retailing by maximising every opportunity available. • Experience of coordinating multi-drop and collection operations • Experience in running a large format shop • Experience of producing basic financial reports, and of making decisions based on the data these contain.
BEHAVIOURS	<ul style="list-style-type: none"> • Will challenge the status quo • Positive, enthusiastic approach & can-do attitude • Curious, always seeking to understand and improve experience of customers • Open to change and continuous improvement • Innovative mindset and passionate about learning • Commitment to the Retail and Acorns strategy & its success 	
OTHER	<ul style="list-style-type: none"> • The role involves significant levels of manual handling. • Self-motivated, with an enthusiastic approach to work. • Willingness to take on new challenges, to learn, grow and develop within a role. • Desire and passion for the vision and values of Acorns Children's Hospice. • The ability to travel independently throughout the organisation, to cover shops and attend Area Meetings • Belief that equality and inclusion improves the working environment. • Some weekend and Bank Holiday working is essential as part of the role 	<ul style="list-style-type: none"> • Working knowledge of Health and Safety regulations and procedures. • Live within the local community

TERMS AND CONDITIONS OF EMPLOYMENT

POSITION:	Community Superstore Manager
REPORTING TO:	Business Development Manager
LOCATION:	Acorns Erdington Superstore 87 High Street Erdington B23 6SA
SALARY:	£28,275 per annum
NOTICE:	1 week during 26-week probation period 8 weeks thereafter
HOURS:	37.5 hours per week
HOLIDAYS:	28 days (210 hours) including public holidays, rising to 30 days (225 hours) after 2 years' service and 31 days (232.5 hours) after 5 years' service (pro rata)
PENSION:	Contribution to Group Personal Pension Plan. Organisation will contribute 7.5% to pension.
LIFE ASSURANCE:	2 x salary life assurance scheme

All terms and conditions will be detailed in writing together with Employee/Health & Safety handbook, which must be read and observed.