

Essentiel Antwerp – Store Manager

Introduction

Essentiel Antwerp is a global contemporary brand from Antwerp, synonymous with positive energy.

Dedicated to fierce, fabulous and fun-loving individuals, the label brings mood-boosting fashion that lifts the spirits.

We are representative in more than 40 countries, with approximately 40 retail stores. Each store embodies our distinctive brand identity and is strategically located in prime locations. With a presence in over 750 doors and selected department stores, we have built a qualitative global wholesale distribution.

Essentiel Antwerp stands for more than fashion, it stands for a state of being. Authenticity is at the heart of the company.

With a continuous desire for growth, the brand is always on the lookout for the next move.

Job description

For our Flagship store in NYC, we're looking for a store manager (full-time).

You become an ambassador of Essentiel Antwerp and you'll carry the brand forward in the U.S.

We are looking for someone to represent our brand beyond the store, serving as an ambassador with a strong network and excellent networking skills. This role involves coordinating small-scale events, acting as a key contact for press and talents, and collaborating closely with our HQ and/or PR agency to strengthen brand visibility and partnerships.

You can expect good vibes, a culture of collaboration, integrity and inclusivity, a constant state of effervescence where we challenge you to think outside the box.

You're part of our community and play an active role in the development of the brand by:

Creating an exceptional, personalized experience for our customers in store.

Guiding them in the discovery of the brand and work on deepening the connection with the brand.

Drive customer acquisition and retention through strategic initiatives, including client activation events, brand-focused experiences, and personalized clienteling.

Foster growth by building strong relationships with stylists, and personal shoppers.

Having an omni-channel mindset; a holistic understanding of the customer journey both online and offline.

Achieving sales, conversion and clienteling targets.

Taking ownership in every step of the customer journey: anticipate and exceed your customer's needs, demonstrate expert knowledge in product, styling and after-care.

Contribute to the daily operations of the store (inventory, logistics, visual merchandising, stockroom organization).

Who you are

You have a hands-on mentality, and you thrive in a fast-paced environment. You understand the power of teamwork and have a commercial mindset. You value open communication, respect, and integrity.

Experience in a comparable role within the fashion or luxury industry is highly valued.

You are located in the United States and possess the necessary work authorization to be eligible for this position.

What we offer

You'll receive a competitive salary package, including sales commission, clothing allowance, Paid Time Off, sick leave and a comprehensive insurance coverage.

As part of our commitment to your professional development, you will also have access to our employee training program to further enhance your skills and knowledge.

On top of this, you'll be part of the Essentiel Antwerp family and everything it embodies: team dinners, seasonal global meetings, the occasional office party and a dynamic, inclusive company culture.

<https://www.essentiel-antwerp.com/careers>