

RETAIL BUSINESS DVD FVS081

General Information

Retail Business Diploma www.diplomainretailbusiness.com
 Skillsmart Retail www.skillsmartretail.com
 Skills for Logistics www.careers.skillsforlogistics.org

Earnings Guide

£ £10,000
 ££ £20,000
 £££ £30,000
 ££££ £35,000+
 £££££ £50,000+

Bakery Owner [M105]

Earning: **NA**

Duncan (27) enjoys running a business. He started his first business venture while still at school. He now owns The Thoughtful Bread Company – a small award-winning bakery supplying organic breads to farm shops, restaurants and his own retail outlet. He says his degree in IT is useful for business administration and for developing the business website and on-line shop. (Watch the sales person in the background for customer interaction and tasting samples.) 5'35

Further information:

www.thethoughtfulbreadcompany.com Duncan's company
www.businesslink.gov.uk Business Link

Duncan's qualifications: BSc IT

Business Systems Analyst (Assistant) [M106]

Earning: **££**

Natalie (24) works for Duo, a fashion footwear manufacturer and retailer. She started in customer services and now has a new role using IT to monitor progress of orders through to despatch. She also analyses data to measure sales by different criteria: new promotions, seasons, brand, colours, sizes, stores, etc. The company are sponsoring her to take a Diploma Course in Business Analysis. 5'4

Further information:

www.duoboosts.co.uk Natalie's employer
www.e-skills.com e-skills UK

Natalie's qualifications: GCSEs incl Maths, Eng and Music

Regional Merchandiser and Trainer [M112]

Earning: **££££**

Adam (28) works for Panasonic UK. He is responsible for displays of Panasonic products and training retail sales teams. He works from home so needs to be self-motivated. Good communication skills are essential to his job: he trains large groups of sales people, he has tele-conferences with the merchandising team, and once a month he visits HQ to give a presentation to senior staff. 5'58

Further Information:

www.panasonic.co.uk Adam's employer
www.british-shops.co.uk British Shops and Stores Association
www.cim.co.uk Chartered Institute of Marketing

Adam's qualifications: Advanced GNVQ in IT

Optical Assistant [M40]

Earning: £

Lauren (18) joined Tesco as a superstore assistant and applied for a position with Tesco Opticians. To prepare her for this she was sent on a one-month course for optics training. To progress she will have to do a part-time university course to train as a Dispensing Optician. This would enable her to run her own practice. She loves the customer interaction and working as a team. 4'44

Further information:

www.tesco-careers.com Lauren's employer
www.abta.com The Travel Association

Lauren's qualifications: A levels English and Drama

Warehouse Team Leader [M117]

Earning: ££

Martin (29) works at a branch of Wincanton Logistics where goods are stored and distributed for Focus and Comet. His job is to organise his team to assemble and load stock leaving the warehouse. He takes care of the paperwork and is responsible for checking the loads are correct and securely loaded. He started as an agency-supplied warehouse operative, then gained a permanent position. For three-years he worked only part-time while he went to university. He is now a warehouse team leader working towards being a first line manager. 5'25

Further information

www.wincanton.co.uk Martin's employer
www.careersinlogistics.co.uk Careers in Logistics

Martin's qualifications: Degree in Media Studies
(gained while working p/time at Wincanton Logistics)

To see these and other related case studies please go to www.Careers4u.tv

Baker (M39)

Superstore Department Manager (M38)

Human Resources Manager (M39)

Fishmonger (M41)

Checkout Assistant (M42)

On-line Retail Marketing Specialist (M113)