



LYNOTT JEWELLERY HOLDINGS LIMITED



#JOB-2464731



Brown Thomas Dundrum, Dundrum Town
Centre, Ballinteer Ave, Co. Dublin,



No of positions : 1



Paid Position



40 hours per week



37000.00 Euro Annually



19/08/2026



16/09/2026

How to apply

Application Method :

Please apply to the vacancy by the following means:

Email : amanda.christie@lynottjewellery.com



Open your camera
app & point here
to view this ad
online



Manager

Application Details

In order to work in Ireland a non-EEA National, unless they are exempted, must hold a valid employment permit. Please review the [Eligibility and requirements for an employment permit](#) if you are unsure of your eligibility to apply for this vacancy.

Job Description

LYNOTT is seeking experienced a Store / Concession Manager to lead our luxury jewellery concessions in Dundrum. This role carries full responsibility for people leadership, commercial performance, and operational excellence, while acting as the primary HR point of contact on counter.

This is a sales-driven, target-focused management role and is not suitable for candidates without proven luxury retail selling and people management experience.

Key Responsibilities People Leadership & HR

Act as the on-counter HR point of contact for the team

Lead, motivate, and manage a high-performing retail team

Run structured performance management and improvement programmes

Set clear expectations and hold team members accountable

Manage attendance, conduct, probation, and day-to-day people matters

Build a strong, positive, and performance-led team culture

Sales Leadership & Commercial Performance

Take full ownership of sales targets and KPIs

Implement, communicate, and drive daily, weekly, and monthly targets

Lead by example on the shop floor with exceptional luxury selling standards

Demonstrate advanced luxury sales techniques (clienteling, upselling, emotional selling)

Drive conversion, ATV, repeat business, and customer loyalty

Analyse performance data and take corrective action

Learning, Development & Training

Deliver ongoing sales, product, and service training

Coach and develop team members to improve individual and store performance

Identify skill gaps and implement tailored development plans

Support onboarding and continuous learning initiatives

Reporting, Costs & Commercial Control

Prepare and submit daily, weekly, and monthly trade reports

Track performance against targets and budgets

Manage staff costs, rota efficiency, and commercial wage control

Provide clear insights and reporting to Head Office

Stock, VM & Operations

Full responsibility for stock management and accuracy

Lead and oversee stock takes and loss prevention

Ensure visual merchandising standards are consistently executed

Manage launches, VM changes, and promotional activity

Maintain operational excellence and compliance at all times

Stakeholder Management

Represent LYNOTT professionally within Dundrum.

Build strong working relationships with centre management and key stakeholders

Act as the main point of contact between the store and Head Office

Essential Experience (Non-Negotiable)

Proven experience as a Retail Manager (or equivalent senior role)

Strong people management and HR experience

Luxury retail selling experience essential

Demonstrated success in hitting and driving sales targets

Experience selling luxury or premium products (jewellery strongly preferred)

Strong background in retail operations, stock, VM, and cost control

Ideal Background

Jewellery, fashion, beauty, or premium lifestyle retail

Experience working in a luxury retail environment

Confident managing high-value customers and premium brand standards

Skills & Attributes

Inspiring leader with strong shop-floor

- **Sector:** wholesale and retail trade; repair of motor vehicles and motorcycles

Career Level

- Managerial