

**Gift Card Manager – 12 months FTC**  
**£45,000 + Pension + Bonus + BUPA + ShareSave + 6.6 weeks holiday**  
**Southampton, Head Office.**

A good home for everyone. It's what we believe in, and it's what we make possible. From our Southampton Store Support Office, we equip our stores, our people, and our whole business with everything it takes to help our millions of customers create the homes they want.

**Role Purpose:**

The Trading Manager assumes responsibility for the profit and loss, business development and operations of all B2C, B2B gift card, prepaid and decorating card propositions. They are the owner and custodian of the products and also the owner of the relationships with any external suppliers and external distributors

**Role Objectives:**

- To develop gift card sales channels through B&Q stores, diy.com, third-party gift card malls, corporate and B2B relationships (for employee benefit, motivation and reward schemes).
- Continually ensures that the gift card products meet the needs of customers.
- Contract responsibility for external suppliers
- Responsible for delivering annual sales targets and produces the annual plan for Gift Cards including marketing, merchandising, store communications and commercial requirements.
- Responsible for operating within agreed budgets including commissions paid to third-parties, operational costs, marketing costs and bad debt.
- Ensures that gift card technology is fit for purpose and that existing technology is subject to regular change reviews.
- Ensures projects necessary for delivery of the annual plan are delivered to scope, on time and within budget.
- Manages existing corporate customer and supplier relationships.
- Represents B&Q interests through pro-active engagement with industry bodies (UKGCVA).
- To be the face of Gift Cards with B&Q & drive awareness internally to ensure key contacts are aware and pushing any gift card activity.

**Knowledge and Experience Required:**

- Strong commerciality – experience of managing own P&L and assessing ongoing (and particularly promotional) profitability
- Proven negotiation skills – ideally on both buying and selling, e.g. issuing and responding to tenders.
- In depth experience of the stored value card industry – technologies, competitors, suppliers and customers.
- Vendor management – experience of managing outsourced providers.
- Creativity – proven skill in creating innovative solutions, exploitations of technology and marketing campaigns.

- Project management – capable of managing cross-functional projects across operations, finance, IT and marketing.
- Inter-personal skills – flexible style – tenacious and confident with dealing with suppliers, internal and external customers

**Closing date: 14 June 2019**

We want to ensure that all employees, future employees and applicants to all Kingfisher companies are treated equally regardless of age, gender, marital or civil partnership status, colour, ethnic or national origin, culture, religious belief, philosophical belief, political opinion, disability, gender identity, gender reassignment or sexual orientation.

If you require any additional support or adjustments to help you make an application, please contact us at [ssorecruitment@b-and-q.co.uk](mailto:ssorecruitment@b-and-q.co.uk)