

The Retail Career Blueprint™

A Practical Guide to Building an Extraordinary Retail Career

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Welcome

Career progression is not just about technical knowledge. It is about confidence, communication, commercial thinking and consistently creating value. This guide provides a practical framework for retail professionals looking to progress.

The Retail Career Blueprint™

1. Discover – Assess where you are today.
2. Develop – Build leadership, communication and commercial skills.
3. Deliver – Focus on measurable business outcomes.
4. Lead – Build influence before you have the title.
5. Accelerate – Prepare for promotion and new opportunities.

Five Career Killers

Waiting to be noticed.

Avoiding difficult conversations.

Ignoring commercial awareness.

Relying only on technical skills.

Never asking for feedback.

Leadership Habits

Listen first. Communicate clearly. Take ownership. Stay calm under pressure. Build trust through consistency.

Interview Checklist

Prepare STAR examples, quantify your impact, research the company, demonstrate commercial awareness and ask thoughtful questions.

The First 90 Days

Days 1–30: Learn and build relationships.

Days 31–60: Deliver quick wins.

Days 61–90: Lead, influence and create a long-term plan.

Action Planner

Current Role: _____

Dream Role: _____

Three actions this month:

1. _____
2. _____
3. _____

Next Step

Book your FREE 15-minute Career Strategy Call via your website or Calendly. If appropriate, continue to the 60-minute Career Strategy Session (£75).