



INTERNATIONAL  
DIAMOND CENTER

**STORE MANAGER**

Job Description

**Primary responsibilities:**

- Drive business. Meet or exceed sales goals. Participate daily on the sales floor and actively get involved in all working deals to assist in closing a sale today.
- Must possess strong negotiation skills
- Possess the ability to make good business decisions with regard to maintaining gross margin and profitability
- Ensure all company policies are adhered to
- Recruiting and training of all store team members
- Able to resolve customer issues or problems in a manner that is acceptable to the client but also beneficial to the company
- Able to lead with confidence that motivates and inspires the team
- Timely and accurate reporting of sales team performance monthly
- Involvement in charity / promotional events to support the community
- Extensive knowledge of the diamond industry both retail and wholesale
- Proficient in Excel, Outlook and basic computer skills
- Experience in buying and evaluating jewelry and fine timepieces preferred
- Great verbal and written communication skills
- Organized and able to prioritize tasks daily
- Maintain clean and professional environment in the store

**Our Company:**

International Diamond Center, with headquarters in Clearwater, FL, was established in 1981 as a jewelry wholesaler. Today, IDC offers the public direct access to the same selection, prices and quality once available to jewelry store owners. Our goal at IDC is to offer our customers greater value, better selection and superior customer service. We provide a risk-free shopping experience that is backed by the best warranties and guarantees in the industry. International Diamond

To apply, submit resume to [HR@ShopIDC.com](mailto:HR@ShopIDC.com)

Center is the ultimate source for the finest diamond jewelry and is proud to be an exclusive partner to some of the most renowned brands in the world, including Forevermark, Tacori and Verragio.

**The Ideal Candidate:**

We are looking for vibrant individuals with passion and drive to join our team. Our employees are responsible for providing customers with a friendly, laid back atmosphere while educating and guiding them through our vast selection of inventory so that they feel confident about their purchase. Candidates should be goal oriented with the ability to multi-task in a fast-paced team environment. Compensation for this position is based on skill set, experience and certifications. Prior experience in the jewelry industry is not required, but we strongly prefer candidates with prior experience in the retail industry.

**Benefits:**

- 401K to full-time employees
- Paid holidays and vacation
- Ongoing training and certifications
- Sales based spiffs in addition to compensation

**The Location:**

As the official Jeweler of the Florida Gators, International Diamond Center is excited to announce the opening of our 9th store location in Gainesville, Florida, in the new Celebration Pointe Development. Just a few miles down the road from the University of Florida, Celebration Pointe is North Central Florida's premier destination to live, shop, work and play.