



Retail dispensing manager

Cameron Optometry is looking to welcome a new retail dispensing manager, responsible for running and expanding the practice's thriving, independent eyewear boutique.

Salary: competitive depending on experience and with numerous additional benefits

Location: New Town, Edinburgh, EH3 6SW

Hours of business: 8.45am-5.30pm, Monday to Friday.

Key responsibilities

The practice is recognised across the UK as providing the highest, most comprehensive level of eye care to a wide range of patients. The practice prides itself on its high standards, patient-centred approach and expertise. Its eyewear boutique, the Frame Room, is home to some of the world's finest, independent designers such as Theo and Anne et Valentin. At the Frame Room, customers receive a service more akin to shopping for a treasured piece of jewellery, a bespoke experience in stunning surroundings.

Its dispensing team is very successful, however they are keen to take the next step for the practice, making the Frame Room, the eyewear boutique of choice in Edinburgh and driving new patients to the practice.

The main role will involve:

- **Buying:** managing relationships with designers and reps, including selecting and ordering stock based on knowledge of what will be popular with existing patients and new customers. Maintaining an active interest in trends and attending trade shows. Making strategic decisions on which brands to stock.
- **Sales:** exceeding current sales figures, driving the practice forward and increasing awareness of the Frame Room and its brands. This will include working with external consultants to manage and run customer events (occasionally in evenings and on weekends).
- **Dispensing:** able to fulfil all the tasks associated with dispensing, including dispensing to those patients with complex eye conditions.
- **Managing suppliers:** work with lens suppliers, always reviewing agreements and quality of products.
- **Managing the dispensing team:** the candidate will play a key role in managing the wider dispensing team and supporting them as they develop.
- **Supporting the wider team:** the successful candidate will support their colleagues in optometry, as well as generally supporting the smooth running of the practice.

Person specification



- Sales driven, keen to exceed targets and grow the dispensing side of the practice
- Able to take a creative approach to sales, looking at new ways to generate new business
- Organised, able to manage stock levels, as well as organising and managing events
- Exceptional customer service skills
- Able to manage a team effectively
- Able to forge and nurture relationships with suppliers
- Clinically driven with a good understanding of the importance of excellent clinical care
- Positive and personable, working as a supportive member of the team
- Excellent computer literacy and comfortable with using technology
- A passion for, and knowledge of, independent eyewear designers and the desire to expand this knowledge.

Experience and qualifications

The applicant must hold the relevant qualifications and training for repairs and dispensing. This might include:

- Dispensing Optician ABDO
- Diploma in Dispensing Optics
- Member of the Association of Dispensing Opticians

The candidate should have at least three years experience in a dispensing role and a year in a management role.

Benefits

In addition to a competitive salary, the successful candidate will receive a wide range of generous benefits including staff discount on eye care, glasses and contact lenses; private medical insurance; bonus scheme; above average paid leave levels and opportunities for progression with ongoing training.

A little bit about the Cameron Optometry team: We're a fun and supportive team and we enjoy getting together outside work be it for a social get-together, fundraising, or whatever. We also have a number of talented bakers so the office is often cake-filled! We also have an allotment in our back garden for healthier, home-grown delights. Our home is a beautiful townhouse in the New Town and we have a comfy, spacious staff room and kitchen, and it's a great spot for a wander on your breaks, either into Stockbridge or up into town. We have such a mix of personalities in the team, but all have a shared desire to help and care for our patients.

Please take a look through the website and [social media](#) to find out more about the practice. Email your CV and/or questions to jobs@cameronoptom.com