

Retail Trade Sector

Job search resources

OCTOBER 2015



Ajuntament de
Barcelona



Barcelona
Activa

This document aims to relate the main resources and channels that must be considered for a job search focused on the Retail Trade Sector.

The main resources of this sector channels are grouped into the following sections:

Table of contents

| | | |
|-----|--|----|
| 01. | Specialized employment websites | 4 |
| 02. | Recruitment companies and intermediaries | 5 |
| 03. | Self-Application | 6 |
| 04. | Societies and professional associations | 11 |
| 05. | Networking | 13 |
| 06. | Mobile Apps | 14 |
| 07. | Conferences and events | 15 |

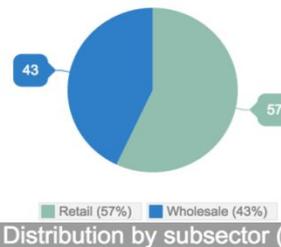
JOB SEARCH RESOURCES



RETAIL TRADE

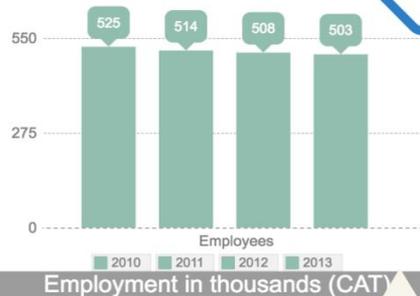
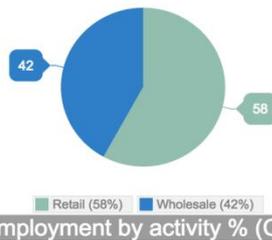
SECTOR VERY REPRESENTATIVE IN CATALONIA AND THE CITY, WITH A HIGH VOLUME OF JOB, WHERE LANGUAGES, KNOWLEDGE IMPORT-EXPORT AND ADAPTATION TO NEW TECHNOLOGIES ARE KEY.

COMPANIES' TRENDS



In the City of Barcelona in 2014 there were 30,817 companies trading. Almost 43% are wholesale and 57% are engaged in retail sales. Less than 10% of trade enterprises in the province of Barcelona have more than 10 employees.

EMPLOYMENT TRENDS



In Catalonia in 2013 there were 500,000 people employed in this sector, mainly with the retail sector. 72.4% are women and the majority age is between 30 and 44 years.



Direct jobs in the sector in 2013 in Catalonia

503.000



WE RECOMMEND ...



- 1 If you're looking to work in the retail sector and small businesses, think about delivering your CV face to face, so you can show empathy and customer orientation.
- 2 A third language in addition to Spanish and Catalan will allow you to choose establishments aimed at tourists. Increasingly the city is an international destination.
- 3 Specialized portals, company's selection and even some apps can help you find opportunities to work in larger establishments.
- 4 Do not forget the self-application, and use it to indicate your achievements on your CV such as sales volume, number of clients, etc.

01. Specialized employment websites

List of the main specialized websites in the sector that can be found on the Internet.

Comerciales.es

Website specialized in job offers for commercial profiles. You can perform keyword research of the profile and / or the territory. It works thanks to the platform beBee.

<http://www.comerciales.es/>

Comercialing

Employment portal of salesperson jobs and companies in different sectors. You must be a registered member to view your offers.

<http://www.comercialing.com/>

Comercial-jobs

Job search website for sales agents. It has an agreement to people collegiate in Schools of the General Council of Commercial Agents in Spain (CGAC) may be able to register in an unlimited number of offers. Not collegiate people can register up to two bids.

<http://www.comercial-jobs.com>

Fashionjobs.com

Website for professionals in fashion, beauty and luxury. It offers an employment exchange in which you can also find job placement, temporary and freelance.

<http://es.fashionjobs.com/#r>

Fashionunited.es

Website dedicated to the fashion industry in Spain. Access to its employment exchange.

<http://www.fashionunited.es/bolsa-de-trabajo-en-moda>

Recruiterly.jobs

Website specialized in job offers of front-office and face to face positions.

<http://www.recruiterly.jobs/>

Advice

In addition to specialized portals, all generalist portals include job offers of this sector. If you are interested in retail don't forget to use the the self-application by web in shops and large chains and face to face in smaller scale establishments .

02. Recruitment companies and intermediaries

List of companies and intermediary organizations specialized in this sector that permanently perform search process and selection of professionals.

Luxe Talent

Selection and training company that works specifically the retail sector (retail trade).

<http://www.luxetalent.es/candidatos>

Retail Management

Nationwide company that selects profiles specialized in retail. It's not necessary to be registered on the website; it's easy to send the CV using a short form, that way you can be able to adapt it to each offer that you decide to send the application.

<http://www.retail-management.es/ofertas-trabajo-2>

Sales Hunters

Specialists in selection of commercial profiles.

<http://www.saleshunters.com/>

Sales Land

International trading company specialized in the outsourcing of processes and sales equipment.

<http://www.salesland.net/ofertas>

Advice

Almost all the companies of selection and intermediaries of the labor market have a line of work for the retail sector. If you are interested in this sector, it is worthwhile to consult the general report search channels, you'll find recruitment companies and

03. Self-Application

List of Companies and organizations leading the sector in which you can address a proposal of collaboration or a working incorporation.

a) Retail companies:

Food:

Bopan

Traditional bakery, which has several stores in the city of Barcelona.

<http://www.bopan.cat/es/trabaja-con-nosotros>

BonPreu

Group of establishments of retail distribution. You can check the offers from its website.

http://www.bonpreu.cat/ofertes_treball1.php?idF=0&idSubF=35&nw=&idIdiomaCap=2

Caprabo

Food distribution Company statewide. Access to join their team.

<http://www.caprabo.com/es/forma-parte-de-caprabo/trabaja-con-nosotros/>

Condis

Supermarket chain with presence in Madrid and Catalonia.

<https://www.condis.es/index.php?section=trabaja-con-nosotros>

Consum

Cooperative that offers on its website a section of "Work with us" where you can find job offers for several supermarkets.

<http://www.consum.es/trabaja>

DIA

Access to the employment exchange of the supermarket chain DIA.

<https://tutienda.dia.es/empleo>

Eroski

Supermarket chain that allows you to see their offers on the web.

<http://www.eroski.es/conoce-eroski/trabaja-eroski/que-ofrecemos?locale=es>

Gelats Dino

Company dedicated to the manufacture, distribution and sale of ice cream.

http://www.gelatsdino.com/eng/ofertes_treball.php

Grup Alimentari Guissona

Group of companies developing livestock activities, industrial and commercial. You can check the offers to work in the food group, or in the BonÀrea stores.

<http://www.cag.es/grup/castella/treball.asp>

Keisy

Supermarket chain in Barcelona. Access to join their team.

<https://www.keisy.es/es/trabajo/>

La Sirena

Company specialized in frozen products. The vacancies available are divided into three sections, central services, logistics and shops.

<http://www.lasirena.es/article/&ID=694>

LIDL

German supermarket chain. Its website allows to make self application for their establishments in Barcelona, Spain and also at international level.

<http://www.lidl.es/es/trabaja-con-nosotros.htm>

Macxipan

Catalan company dedicated to the production and distribution of bread. Its website has a section of "Join Our Team" with contact details for self-application.

<http://www.macxipan.com/unete-a-macxipan.php>

Mas Gourmets

Company specialized mainly in meats and other gourmet products. It has branches in Barcelona and around and Madrid.

<http://www.masgourmets.com/en/masgourmets-trabaja-con-nosotros.php>

Mercadona

The Valencian supermarket chain offers on its website a section of "Work with us" where you can find offers in cooperation with the portal Infojobs.

<http://mercadona.asp.infojobs.net/>

Nostrum

Chain of shops-restaurant located in the city of Barcelona with nationally and internationally expansion. In the section "Work with Nostrum" you can fill in a form and send your CV.

<http://www.nostrum.eu/en/castellano-contacto/join-us/>

Sorli Discau

Supermarket chain in Catalonia.

http://www.sorlidiscau.es/index_es.aspx

Superverd

Greengrocer chain in Catalonia

<http://www.superverd.es/es/trabaja-con-nosotros/>

Tea Shop

Tea Shop is a specialized chain in high quality tea which has stores throughout the entire state.

<http://www.teashop.eu/en/menu-inferior/trabaja-con-nosotros/>

Veritas

Veritas is a Catalan supermarket chain dedicated to organic food. From its website you can send your CV.

<http://www.jotforme.com/form/51892980850365>

Fashion:**Camper**

Majorcan Group with unified logistics center in La Granada del Penedes, which sells footwear and personal accessories through the brand Camper and Medwinds and also has hotels under the brand Casa Camper.

http://www.camper.com/es_ES/company/trabaja-con-nosotros

C&A

Fashion chain for the whole family implemented throughout Europe. From its website you can consult the job offers.

<http://www.c-and-a.com/es/es/corporate/company/empleo/>

Desigual

International chain of Catalan origin that has a separate section for finding jobs and vacancies

<https://career012.successfactors.eu/career?company=Desigual>

Grup Inditex

Textile group that includes fashion brands Zara, Pull & Bear, Massimo Dutti, Bershka, Stradivarius, Oshyo, Zara Home, and Uterqüe Tempe. Some of these brands have their headquarters and logistics center in the province of Barcelona, specifically in Sallent and Tordera. The group's website contains a space for posting bids and also a section to submit your CV.

<https://www.inditexcareers.com/portalweb/en/home>

Grup Cortefiel

Space where check out on the job offers of the group both stores as central services.

<http://cortefiel.infoempleo.com/>

Mango

Catalan fashion Company. Access to send application to join the team.

<http://shop.mango.com/preHome.faces>

Pepe Jeans

Young fashion company, especially fashion denim. From its website you can send self-application.

https://pjjobsite.meta4globalhr.com/servlet/CheckSecurity/JSP/jobsite/js_proces_anonymous_nonce_47gN0PEEL4bHPI2kl4GIE*-dRdWimj7i-tgjl0ZJ31oHQsA0gbevYSwk*bdE5s4xBijlVLV7WghLM*OV3LsPI5Rqn2scdFAXwF-N6SaK-4_.jsp

Privalia Venta Directa

Club of online sales of all types of products from fashion brands. Through the site Infojobs, you can consult the job vacancies.

<https://www.infojobs.net/privalia-venta-directa/em-i984454524537003330836135052210>

Querol

Network of shoe stores established in Catalonia. From the website you can send your CV by filling the form, and you can specify the type of work day that you prefer and the stores that you're interested to work in.

<http://www.querol.net/ca/treballa-amb-nosaltres?id=1>

Advice

In the process of job search is very important to build a good message to present your profile, especially if you are looking for commercial opportunities / seller. Please note that this presentation does not cease to be a demonstration of your ability to sell. Large companies have their own protocol for receiving applications, and the small ones will value an application face to face. Take advantage of this and bring more value with a good presentation, predisposition, a good CV and even some

Home equipment:

Aki

DIY stores, gardening and decoration.

<http://www.jobs.net/jobs/aki-bricolaje/es/>

Ikea

Swedish multinational engaged to the retail sale of furniture and objects for the home and decoration.

http://www.ikea.com/ms/es_ES/about-the-ikea-group/available-jobs/index.html

Leroy Merlin

Company of conditioning household, specialists in decoration, DIY, gardening and construction. You can send your CV or consult the job offers.

<http://empleo.leroymerlin.es/>

Media Markt

European retailer of consumer electronics products specializing in computer, home appliances and multimedia.

<http://www.mediamarkt.es/mcs/shop/trabaja-con-nosotros.html>

Products and services for people:

Sephora

Multinational in the distribution of perfumes and cosmetics.

<http://www.wearesephora.es/Casa/Pagina/Id/11-unete-ahora.sls>

The Body Shop

English chain dedicated to manufacturing and distributing beauty products; they are environmentally friendly and without animal testing.

<http://www.thebodyshopcareers.com/es/es/>

The Phone House

Independent telecommunications chain, specialized in mobile telephony.

http://trabajar_en_phonehouse.asp.infojobs.net/

Leisure and culture:

Abacus

Cooperative of consumers partners with stores in Catalonia and Valencia. It sells cultural and educational products: textbooks, toys, office supplies, novels, manuals, among others.

<http://abacus.coop/es/trabaja-con-nosotros/>

Decathlon

Multinational specialized in the creation and distribution of sporting goods.

<http://www.decathlon.es/eces/static/RRHH/ofertas.html>

Fnac

French company specialized in the sale of leisure products and technological culture: literature, music, image, sound and computer.

<http://www.trabajaenfnac.fnac.es/login.php>

Game

Chain of stores specialized in video games and consoles.

<https://www.game.es/trabajar-en-GAME>

Grup Balaña

Balaña Group is an industry leader in the film exhibition in the city of Barcelona.
<https://www.grupbalana.com/es/trabaja-con-nosotros/>

Imaginarium

Distribution chain of educational toys.

<http://www.imaginarium.es/quienesSomos/TrabajaConNosotros>

Toys'r'us

American chain worldwide leader in the field of toys and baby items.

<http://www.toysrus.es/shop/index.jsp?categoryId=4729301>

Department stores:

Alcampo

Hypermarket chain.

<http://www.alcampo.es/web/guest/empleo>

Carrefour

International chain of hypermarkets and supermarkets.

<http://www.carrefour.es/trabaja-en-carrefour/mas-info/>

El Corte Inglés

Chain of department stores statewide.

<https://www.elcorteingles.es/informacioncorporativa/elcorteinglescorporativo/portal.do?IDM=3020&NM=2>

b) Directories of companies:

COMERÇ – Ajuntament de Barcelona

Web of the Ajuntament de Barcelona with the directory of Barcelona's municipal markets, malls, fairs, unions, among others.

<http://comerc.bcn.cat/en>

Bcнтиendas.com

Online directory of "best 1000 shops in Barcelona," classified by different sectors.

<http://www.bcнтиendas.com/eng>

Proveedores

Website that includes a directory of the major distribution companies that have business in Barcelona.

http://www.proveedores.com/distribuidores-mayoristas_t/barcelona

Retail Actual

Web directory listing of wholesale distributors supply to Barcelona.

<http://www.retailactual.com/empresas/c/empresas-distribuidoras-alimentacion-barcelona>

Advice

If you are looking for work as a salesman, you can incorporate data on the sales volume or the turnover achieved in previous work experiences. It's an interesting information for the recruiter and adds value to your application.

04. Societies and professional associations

The societies and associations of companies and professionals of the sector provide information and guidance services, and very often job offers

a) Societies and professional associations:

ACIB

Association of Merchants and Industrialists of Barceloneta offers on its website an employment exchange with offers related to retail and restauration.

http://www.acib.cat/es_emplo.html

ABC

The Group of Merchants and Shopkeepers of Catalonia is an associative entity comprising most of Unions shopkeepers and local business associations. You can consult the directory of associations and affiliated entities, as well as training and publications related to the sector.

<http://www.abccat.com/>

AECC

The *Asociación Española de Centros Comerciales* has on its website a search engine of partner companies where you can send your self-application.

<http://www.aedecc.com/>

ANGED

La *Asociación Nacional de Grandes Empresas de Distribución* is a management that includes department stores, hypermarkets, supermarkets, specialty stores, shopping malls integrated, etc. You can check the associated companies and send them your application.

<http://www.anged.es/>

COMERTIA

Catalan Family Business Association of Retail. It offers a service of human resources and job offers from the section "Comertia persones".

<http://www.comertia.net/en/index.php>

CCC

Website of the Confederation of Trade in Catalonia.

<http://www.confecom.cat/>

Fundació Barcelona Comerç

The foundation promotes all kinds of activities related to the promotion of retail. On their website you can find news and publications, and a directory of links of interest.

http://www.eixosbcn.org/cat_enlaces.html

Advice

Evaluate the possibility of specialized courses that can add value to your application. In this sense, the unions tend to have a range of programs which can be found, while you participate in these conferences, and this would help you to expand your network of contacts.

b) Other resources of interest:

Catalunya Comerç

Web portal dedicated to the commercial activity of shops and traders in Catalonia. On the page you can find a shopping guide as well as news, information and publications on the sector.

<http://www.catalunyacomerc.com/>

Mercabarna

Management Company of the Central Market of wholesaler food in the city of Barcelona.

<http://www.mercabarna.es/en/>

PIMEC – Àrea de comerç minorista

On their website they offer training, publications, reports of the sector and other services.

<http://web.pimec.org/en/pimec/sectorials/trade-pimec>

05. Networking

Spaces and platforms where you can find other professionals, companies and organizations that lead and energize the sector.

a) Cross-cutting areas of knowledge

Awanzo Retail

Blog focused on retail for retailers and related professionals.

<http://www.retail.awanzo.com/tag/innovacion/>

Profesional Retail

Thematic blog with information, trends and other developments for professionals of the sector.

<http://profesionalretail.com/>

Advice

Find out how to enhance your visibility 2.0. Try to be proactive in the social networking of the companies, since sometimes they dangle job offers by this medium. Moreover, some large companies are seeking professionals among its customers, because they know their products and are loyal to the brand. A good way to show that knowledge is interacting with the network of the company.

TGs as:

Club Ecommerce Meeting Point /

<https://www.linkedin.com/company/club-ecommerce>

Confederació Comerç de Catalunya

https://twitter.com/confecom_cat?ref_src=twsrc%5Etfw

Gestión Comercial, Ventas & CRM /

https://www.linkedin.com/grps?gid=158030&trk=vsrp_groups_res_name&trkInfo=VSRPsearchId%3A327922551448477610229%2CVSRPtargetId%3A158030%2CVSRPcmpt%3APrimary

Sales Best Practices /

<https://www.linkedin.com/grps?gid=35771&mostPopular=&trk=tyah&trkInfo=clickedVertical%3Agroup%2CclickedEntityId%3A35771%2Cidx%3A1-2-2%2CtarId%3A1448477820813%2Ctas%3Asales>

And profiles of interest as:

Moddac- Clúster Català de la Moda i el Tèxtil

<https://www.linkedin.com/company/cl%C3%BAster-t%C3%A8xtil-i-moda-de-catalunya>

06. Mobile Apps

List of mobile solutions and applications for the job search.

Job Today

Mobile application that has a specific category for retail.

<http://jobtoday.com/>

Advice

The trade sector is increasingly more depending of new technologies to try to reach your customers. Having a good knowledge helps to gain employability. In addition, the ecommerce is a sales channel that is currently booming.

07. Conferences and events

The most important events and activities in the sector.

To keep abreast of major industry events that take place in Barcelona follow the twitter profile [@barcelonactiva](https://twitter.com/barcelonactiva)

Calendar of the city's main trade-related events

L'Ajuntament de Barcelona makes available on its website a schedule of major events related to the trade of the city.

<http://comerc.bcn.cat/en/agenda/?pg=search&c=001200%3F012043%2A>

CCAM

Website of the Consortium of Trade Crafts and Fashion of Catalonia with publications of trade fairs crafts.

<http://www.ccam.cat/ca/Cos/areesactuacio:artesaniamercomercialitzacio:firesprofessionalsar>

E-Show Barcelona

Fair of the marketing and Internet sales.

<http://www.the-eshow.com/barcelona/>

Expo Hogar

Fira de Barcelona organizes Expohogar Spring and Expohogar Autumn that are the lounge of gifts, decorations and jewelry.

<http://www.expohogar.com/en/home>

Hispack

Fira de Barcelona organizes the fair of packaging that has a specific section for retail.

<http://www.hispack.com/en/home>

You can find more information in the section *Channels for the job search* into the area *Tools* of the web [Barcelona Treball](http://www.barcelonatreball.com)



Report prepared by www.impento.es

Discover everything that Barcelona Activa offers



Support during the whole job
search process

bcn.cat/treball



Help getting your business
idea off the ground

bcn.cat/emprenedoria



A boost to help companies
become more competitive

bcn.cat/business



Free technology training for job
seekers, entrepreneurs and
companies...

bcn.cat/cibernarium

Barcelona Activa

Central offices
Llacuna, 162 - 164
08018 Barcelona
+34 934 019 777
barcelonactiva.cat

How to get here

Metro: L1 Glòries and Clot / L2 Clot
Bus: 7 / B21 / H12 / 60 / 92 / 192
Rail links: R1 and R2 Clot
Tramway: T4 Ca l'Aranyó /
T5 and T6 Can Jaumandreu
Bicing: 42 / 133 / 132



Follow us on social media

-  [barcelonactiva](https://www.facebook.com/barcelonactiva)
-  [barcelonactiva](https://twitter.com/barcelonactiva)
[bcn_empresa](https://twitter.com/bcn_empresa)
[elcibernarium](https://twitter.com/elcibernarium)
-  [company/barcelona-activa](https://www.linkedin.com/company/barcelona-activa)