

**POSITION TITLE:** Area Manager

**BUSINESS:** Corporate

### **AREA MANAGER**

This role requires the successful candidate to provide their store(s) with the vision, leadership, tools and support they need to exceed expectations.

### **RESPONSIBILITIES**

- Achieving and exceeding sales targets for the Area
- Embracing and implementing change as needed for business success
- Influencing behaviour to develop and strengthen the sales culture within the Area
- Maximizing customer satisfaction scores and building customer loyalty within the Area
- Recruiting, Coaching & Developing Store Management Teams
- Maximizing store profitability and Area's Operating Income target

### **QUALIFICATIONS**

- 3 - 5 years management experience, in a multi-unit or big box retail environment
- Proven expertise in coaching on solution base selling
- Proven developer of leadership talent
- Proven sales success within a multi-unit format
- Strong analytical and communication skills
- Effective people management skills
- Strong business acumen
- Passion for sales and the telecommunications industry
- Post secondary Degree or Diploma in Business
- Some travel required