

POSITION TITLE: Store Manager

BUSINESS: Corporate

STORE MANAGER

This role requires a leader who is passionate about the retail industry, has a track record for selecting and developing top sales teams and who thrives in a fast-paced, highly competitive retail environment.

RESPONSIBILITIES

- Coach and motivate team to achieve or exceed individual and store sales targets
- Build customer relationships by providing prompt and exceptional sales and after-sales service
- Determine customer needs and recommend the best solution
- Ensure customer concerns are resolved with urgency and good judgment
- Maximize store profitability and manage all store financials, including inventory control and cash flow
- Recruit, develop and retain high-performing sales team
- Effectively manage performance of team, providing coaching and constructive feedback or progressive discipline where warranted
- Sets expectations and holds people accountable; promotes teamwork through open and honest conversations
- Implement corporate merchandising directives and standards
- Stay knowledgeable about our products, services, promotions and policies

QUALIFICATIONS

- Minimum 2-3 years progressive retail management experience
- Proven ability to achieve and exceed sales targets
- Demonstrated leadership and coaching ability
- Ability to build, develop and motivate a strong sales team
- Proven ability to recruit, select and retain talent
- Excellent communication and organizational skills
- Ability to work flexible hours, including day, evening, and weekend shifts within retail hours of operations
- Post-secondary diploma/degree an asset
- Passion for sales and the telecommunications industry