

Tool Store Manager

Reporting to the Senior Director, Merchandising and Products, the tool Store Manager will actively contribute to the development and growth of the company's sales for their store and region. They will, in the company's store, assist customers with their needs and do prospecting to find new tools reseller. The main responsibilities of the Tool Store Manager include providing excellent customer service, making sure the floor is kept in good condition, and operating the cash register.

Responsibilities – Role of the Position

- Greeting customers in a friendly manner and helping them with their inquiries
- Actively listen to clients' needs and answer their questions regarding pricing, products and promotions
- Advise and guide clients to a product tailored to their needs
- Processing daily shipments, the organization and the set-up of the retail area and make some deliveries, as needed
- Follow up with the potential client through various means of communication
- Make outbound sales calls to potential customers to promote and sell products or services
- Visit potential customer like mechanical garage, body shop, contractor and more
- Meet pre-established sales targets
- Making sure all inventory is processed, priced, and put away
- Ensuring store conditions are consistently upheld to company standards
- Completing sales by accepting cash, credit cards, or debit payment while ensuring the accuracy of transactions
- To be responsible for the implementation of new sales programs

Qualifications and skills

- Hold a College Diploma
- Minimum of 3 years' experience in this kind of position (Sale)
- Good knowledge of tools
- Demonstrated success in creating and executing effective sales growth strategies
- Ability to canvass new clients
- Ability to interpret customer needs
- Ability to initiate and close a sale and make complementary sales
- Strong communication and interpersonal skills
- Knowledge of market analysis
- Knowledge of the sales territory
- Excellent knowledge of the products and services to be promoted
- Willing to travel in your region
- Mastering the use of computer and office tools relevant to your area of expertise

We offer

- Comprehensive group insurance (life, disability, medication, dental, paramedical)
- An employee assistance program
- Group RRSP with employer participation
- Opportunities to develop professionally through training

We adhere to the principles of inclusive and egalitarian hiring.

We thank all those who submit their applications. However, it is not possible for us to do a personalized follow-up for each of the applications submitted to us. We will only contact those who have been selected.

As soon as they are hired, all candidates must have the right to work in Canada for the full duration of the work period. Upon request, proof must be provided by one of the following documents: a Canadian birth certificate, a Canadian passport, a Canadian citizenship certificate, a permanent resident card or confirmation of permanent resident status or provide a Canadian work permit issued for the work period.

In addition, the company's selection process sometimes requires that candidates provide their consent so that the company can verify their background relevant to the position. Entreprise Robert Thibert Inc. may want to confirm their employment references, education and credentials, verify their previous employment, identity, criminal offences and driver's licence, and obtain a credit report.

Entreprise Robert Thibert Inc. undertakes to keep confidential the information collected during the recruitment process.