
Sales Lead

Type of Employment: Full Time

Location: Bedford, NS

With its Corporate office in Red Deer, Alberta and its Regional office in London Ontario, Peavey Industries LP is the corporate parent to retail brands Peavey Mart, MainStreet Hardware, and Ace Canada. We are 100% Canadian and employee owned.

Peavey is an engaging workplace. We are proud to promote from within and provide training to make this possible. We offer flextime and comprehensive benefits.

We are committed to our customers and the communities and agricultural regions we serve every day.

Job Overview: Responsible for the day-to-day operation of the sales floor presentation and all team members therein. As a supervisor, they hold keys to the store, and lead of opening and closing duties.

Ideal Candidate: The ideal candidate has highly developed customer service and sales skills.

Responsibilities

- Set the example by providing high level sales and customer service
- Resolve any issues that may arise while ensuring customer satisfaction
- Coordinate department work according to set priorities and company requirements
- Guide, encourage and motivate department team
- Mentor and train department team for required procedures and techniques
- Keep team members informed on company policies and procedures and ensure such policies are observed and applied.
- Ensure that health and safety guidelines and policies are observed
- Coordinate in-store training workshops with store management team/supervisors and participate in store meetings to share product knowledge and best practices
- Provide input to the store management team/supervisors for the performance management process of the sales floor and ensure follow-up.
- Administer the employee recognition program application for all team members
- Carry out break schedule while ensuring staffing of department to meet customer needs appropriately.
- Administer promotional activities as set by store management team/supervisors and in order to meet and exceed the department objectives.
- Ensure cleanliness and good order of the department and oversee the transition between shifts.
- Carry out merchandising duties in accordance with the store management team, including but not limited to: displays, merchandise presentation, labeling, and signage

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- Implement and administer the department replenishing process and ensure follow-up with the store management team. For example: product shortages, surplus, sales opportunities, replacements, pending orders, promotional activities and seasonal changes
 - Use safe work procedures while setting a good example to fellow employees
 - Carry out work in a manner that will not create a hazard to themselves or others
 - Work with co-workers and members of the Safety Committee to help create a safe working environment by making safety suggestions and recommendations
 - Report any accidents, incidents, near misses, injuries, and/or occupational health concerns to a safety committee member
 - Follow Peavey Industries LP medical and first aid procedures
 - Positively communicate and demonstrate the company's Core Values.

Qualifications

- More than two years of retail experience
- Highschool diploma

Employee Perks (FT/Permanent)

- Employee Ownership Program
- Employee Discount
- RRSP Matching Program
- Competitive Group Benefits
- Inclusive work culture
- Laid back atmosphere
- Work-life balance

***Only those selected for an interview will be contacted.**