

JOB OFFER

Showroom manager

Montréal showroom

Reporting to the General Manager, the Showroom Manager works closely with the Directors and employees of other departments.

The Showroom Manager actively participates in establishing and implementing sales strategies for his or her department. He/she coordinates, structures, supervises and monitors the various activities of the department and its team of sales advisors to ensure the smooth running of the department and impeccable customer service.

TASKS AND RESPONSIBILITIES

- Supervise a team of approximately 10 employees (consultants with interior design backgrounds), in order to achieve sales objectives, and participate in business development;
- Participate in the development of visibility strategies and customer development for the various markets targeted by the showroom;
- Participate in the development and implementation of an efficient operating system for the showroom;
- Participate in product selection for the showroom;
- Plan and organize special events for showroom customers;
- Ensure the transmission and application of the company's internal policies;
- Manage the designer rebate program;
- Analyze and report on showroom sales statistics;
- Verify and approve advisors' monthly commission reports;
- Organize team's schedules to ensure proper coverage of opening hours while planning staff task assignments;
- Manage the sales price structure, approve any special requests and ensure the overall satisfaction of the customer base;
- Occasional travel in the course of normal duties;
- Organize ongoing training for its sales team;
- Ensure that the products on offer are up to date and that the showroom is kept clean;
- Work closely and maintain good relations with other sales teams;
- Supervise the opening and closing of showroom cash registers;

REQUIREMENTS AND SKILLS

- Minimum 5 years' management experience;
- Mobilizing leadership, managerial courage and team player;
- Critical thinking and strong problem-solving and decision-making skills;
- Organized and able to manage priorities;
- Experience in continuous improvement;
- Fluency in French and English (in order to support and collaborate with English-speaking customers, suppliers, colleagues and/or various stakeholders);
- A background in interior design or architecture is an asset;
- Experience in wall and floor coverings an asset.

WORKING CONDITIONS

- Salaire compétitif ;
- Programme complet d'assurances collectives, 100% payé par l'employeur ;
- REER collectif avec contribution de l'employeur ;
- Parking gratuit ;
- Salle de sport complète gratuite sur place ;
- Reconnaissance des années de service ;
- Comité social, réductions pour les employés ;

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In order to facilitate the reading of this document, the use of the masculine form has been retained.