

9/1/2020



FIREDISC®
281-206-2678
firedisccookers.com

Flagship Store Manager

FIREDISC® - Katy, TX

FIREDISC® is a Houston based manufacturer of portable cookers and accessories. The company is ten years old and is growing rapidly. FIREDISC has a core culture that values integrity and its employees and is seeking an honest and hard-working individual who is looking to grow with a company.

The Flagship Store Sales Manager will work closely with the CEO & President to increase sales, and manage customer service for the Flagship Store.

Reports to:

- CEO & President

Key Interfaces:

- The Flagship Store Sales Manager will be a key figure in maintaining constant contact Retail Sales Reps and customers in the retail Store.

Duties:

- Hire Retail Sales Reps for the Flagship Store
- Develop a set schedule for all Retail Sales Reps for both weekdays and weekends
- Develop business strategies to raise our customers' pool, expand store traffic and optimize profitability
- Meet sales goals by training, motivating, mentoring and providing feedback to retail sales staff
- Ensure high levels of customers satisfaction through excellent service
- Complete store administration and ensure compliance with policies and procedures
- Maintain outstanding store condition and visual merchandising standards
- Report on buying trends, customer needs, profits etc.
- Propose innovative ideas to increase market share
- Conduct personnel performance appraisals to assess training needs and build career paths
- Deal with all issues that arise from staff or customers (complaints, grievances etc.)
- Be a shining example of well behavior and high performance
- Additional store manager duties as needed

Demonstrated proficiency in:

- Proven successful experience as a retail manager
- Powerful leading skills and business orientation
- Customer management skills
- Strong organizational skills
- Good communication and interpersonal skills
- Microsoft Office (Word, Excel, PowerPoint)
- Square Up POS System
- NetSuite (CRM)
- Web based software



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Education and Previous Experience Requirements:

- Experience in B2C sales, customer service, logistics, project coordination, Inventory management
- Strong communication skills
- Sales skills
- High Energy
- Customer Service Oriented
- Ability to prioritize a frequently changing set of deliverables

Travel: Up to 10% to local warehouse

Job Type: Full Time

Pay: \$40,000 - \$50,000 per year based on experience.

This job description is not all-inclusive and is subject to change as the needs of the business change.

