



Job Title: Sales Manager

Department: Patio Furniture / Christmas & Gift Décor

Reports to: Joe Wannemaker

Start Date: Imminently

General Job Description:

Provide excellent customer service and product knowledge assistance to maximize overall sales of the store. Help resolve product and service challenges to create a good customer experience.

Specific Duties:

As a sales manager you will be the public face representing our company. A superior understanding of our products and services will be vital to this position. Specific duties will include interacting with customers in a variety of ways throughout your shifts. You will be asked to greet customers, answer their questions and provide in depth knowledge of products they wish to purchase. This position will require taking ownership of the patio furniture department by setting the showroom floor with display models and producing signage and pricing. We expect this position to assess customers' needs and suggest solutions based on their preferences. Cleaning and re-stocking products and displays will be required for this position. Working with other employees to cross sell and increase sales will be required for this position. The physical ability to stand for up to eight hours a day and lift products weighing in the range of 20lbs is key. Assist with the buying of merchandise and become comfortable enough to own this process quickly.

Compensation:

Starting hourly range from \$22-24hr for full-time position depending on experience

Hourly Schedule: 32/48 hour weeks working every other weekend and one consistent day off during the week

Overtime Pay: Every other week allows for overtime and more is available during peak season

Performance Bonus: Performance bonus ranging from 1-5% of annual pay

Profit Sharing: Profit sharing contribution ranging from 3%-8% of annual pay based on overall store performance

401K: 401K program provided

Medical Insurance Coverage Provided

Paid-time off: Earned for every year of service up to 4weeks