

# Performance Solutions

Limited

## Sales Manager

Do you like to determine how things work? Do you get satisfaction from helping others find the right solution to suit their needs? Our client has an exciting opportunity for a Sales Manager to oversee the day to day operations of their retail establishment.

If you are an experienced Manager looking for a change, this challenging opportunity in retail sales may be right for you. As Sales Manager, you will be responsible for driving sales, meeting and exceeding monthly and annual store financial goals, training new employees and capturing new and retaining existing customers.

*As the Sales Manager you will have the opportunity to:*

- Define the needs of the business and provide continuous improvement strategies;
- Coordinate with executive stakeholders to arrive at a clear vision, communicate effectively at all levels and work to build customer satisfaction and loyalty;
- Be accountable for revenue, margin and budget including P&L analysis and action planning;
- Provide retail expertise in order to drive an environment that ensures positive customer interaction and experiences;
- Manage staff, meet merchandizing standards, and continuously maintain inventory integrity for the entire retail operation;
- Actively strive to inspire the sales team to elevate themselves to their fullest potential;
- Hire and retain a competent and diverse sales team that believe customer service is the highest priority;
- Be committed to the Company's mission, vision and values.

*Interested Candidates ready for a new challenge must have:*

- A minimum of 5 years' experience in a high tech retail environment;
- Strong staff management expertise inclusive of coaching, training, rewards and recognition and performance management;
- A minimum of 3 years' Sales and Service experience directly related to consumer electronics;
- A minimum of 3 years' experience analyzing Profit & Loss and financial statements including expense, labor management, shrink and forecasting;
- Ability to manage front and back of store operations;
- A passion for technology and business;
- A willingness to travel.

If your experience, interest and ambition match the requirements of this role, please apply no later than March 20th 2017 to:

**Performance Solutions Limited**

Suite 350, 48 Par-La-Ville Road, Hamilton HM 11.

Email: [hr@psolutions.bm](mailto:hr@psolutions.bm) Phone: 232-5270