



# Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

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Keewatin, ON P0X 1C0

# Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/07/21

## Retail Establishment President

<b>Job ID</b>	<b>DC-6A-DC-63-6B-6A</b>
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=DC-6A-DC-63-6B-6A">https://careers.indigenous.link/viewjob?jobname=DC-6A-DC-63-6B-6A</a>
<b>Company</b>	Appliance Bazaar
<b>Location</b>	Scarborough, Ontario
<b>Date Posted</b>	From: 2024-01-26 To: 2024-07-24
<b>Job</b>	Type: Full-time Category: Retail
<b>Job Start Date</b>	As soon as possible
<b>Job Salary</b>	\$62.00 Hourly
<b>Languages</b>	English

### Description

The incumbent will provide leadership, direction, and product stewardship to the organization's growth and sales function. As the organization's senior-most sales leader, the Retail Establishment President is accountable for overall sales organization performance, the profitable achievement of sales organization goals, and for aligning sales objectives with firm business strategy. The incumbent will report into the board of directors. The candidate will plan, organize, direct, control and evaluate, through middle managers. They will formulate policies which establish the direction to be taken alone and/or in conjunction with a board of directors.

### JOB RESPONSIBILITIES

- Drive the sales growth in Canada as well including scaling the business into a potential franchise model.
- Establish objectives for the organization and formulate or approve policies and programs that align the sales organization's objectives with organizations business strategy through active participation in corporate strategic planning, sales strategy development, forecasting, sales resource planning, and budgeting.
- Accountable for effective sales organization design, including sales job roles, sales channel design, and sales resource deployment.
- Allocate material, human and financial resources to implement organizational policies and programs to meet assigned targets for profitable sales volume, market share, and other key financial performance objectives.
- Authorize and organize the establishment of major departments and associated senior staff positions. Leading learning and development initiatives impacting the sales organization, and provides stewardship of sales and sales management talent.
- Establish financial and administrative controls; formulate and approve promotional campaigns; and approve overall human resources planning including governing the sales organizations performance management system. This includes establishing guiding sales organizational principles for managing performance, establishing and prioritizing critical performance measures for all sales jobs; overseeing the equitable allocation of organization objectives across all sales channels, markets, and personnel; and ensuring all key sales and sales management associates are held accountable for assigned results.
- Provides leadership to the sales organization's management team, while fostering a culture of accountability, professional development, high-performance, and ethical behavior including negotiating contracts.
- Proactively assesses existing sales organization support investments, including those in technology, training, and administrative support. Ensures support investments yield productivity benefits consistent with established objectives. Consistently establishes and maintains productive peer-to-peer relationships with customers and prospects.
- Represent the organization, or delegate representatives to act on behalf of the organization, in negotiations or other official functions.
- Select middle managers, directors or other executive staff; delegate the necessary authority to them and create optimum working conditions
- Supervise activities of other sales representatives
- Plan and direct advertising and marketing campaigns

- Recruit, organize, train and manage staff
- Advertise and/or promote products, sales or services
- Prepare inventory costs, retail pricing and profit reports
- Schedule distribution of goods

#### ACCOUNTABILITIES AND PERFORMANCE MEASURES

- Achieves assigned organizational objectives for sales, profits, volume, product mix, and other strategic goals.
- Supports the achievement of strategic objectives critical to other functional areas within the firm including customer service department, marketing department, IT department and etc.

#### ORGANIZATIONAL ALIGNMENT

- Reports to the Board of Directors
- Direct report staff includes Sales Manager, In House Sales Representatives and Sales Contractors.

Personal Suitability

Fast-paced environment

Work under pressure

Tight deadlines

Attention to detail

Large workload

Work Conditions and Physical Capabilities

Excellent oral communication

Excellent written communication

Flexibility

Organized

Team player

Initiative

#### **Experience**

Minimum 3+ years of experience of driving sales and retail establishments with management experience in a retail establishment with a focus on business to business sales, retail and wholesale distribution environment.

- Good knowledge of household appliance products
- Fast Learner
- Focus
- Hardworking
- Good leadership
- Experience in Retail/Wholesale/Appliance industry

#### **Education Requirements**

Minimum bachelor's degree in computer science or equivalent subject to drive forward e-commerce and online growth combined with minimum 3+ years of experience of driving sales and retail establishments with management experience in a retail establishment with a focus on business to business sales, retail and wholesale distribution environment.

#### **Work Environment**

- This position may require working in long hours, evening or weekend when business needed.
- Some travel will be required when needed.

#### **How to Apply**

appliancebazaarjobs@gmail.com

# Job Board Posting

Date Printed: 2024/07/21

## Retail Establishment President

<b>Job ID</b>	<b>D9FC5062C7B0B</b>
<b>Web Address</b>	<a href="http://NewCanadianWorker.ca/viewjob?jobname=D9FC5062C7B0B">http://NewCanadianWorker.ca/viewjob?jobname=D9FC5062C7B0B</a>
<b>Company</b>	Appliance Bazaar
<b>Location</b>	Scarborough, Ontario
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# Job Board Posting

**NoExperienceNeeded.ca**  
your place for a first step or a fresh start

Date Printed: 2024/07/21

## Retail Establishment President

<b>Job ID</b>	<b>01319AF6F86A3</b>	
<b>Web Address</b>	<a href="http://NoExperienceNeeded.ca/viewjob?jobname=01319AF6F86A3">http://NoExperienceNeeded.ca/viewjob?jobname=01319AF6F86A3</a>	
<b>Company</b>	Appliance Bazaar	
<b>Location</b>	Scarborough, Ontario	
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