



JOB TITLE: Store Manager

LOCATION: Red Deer, AB

APPLICATION SUBMISSION DEADLINE: open until filled

BigSteelBox - Canada's leading provider of portable storage solutions, is looking for an experienced Store Manager responsible for our Red Deer, AB Store.

This is a full-time position Monday to Friday, 8:00 am – 5:00 pm, starting as soon as possible. The position offers a competitive base salary, an annual incentive scheme, a competitive benefits package and a company-matching RRSP program that kicks in after three months.

The **Store Manager**, reporting to the Operations Manager in Western Canada, is responsible for overseeing the daily operations of the store. Embracing the company's vision of growth and leading/championing the company values and company culture, the Store Manager is responsible for promoting and developing the business within Red Deer and the surrounding area. This individual is expected to manage daily store operations, keep administrative records current and accurate, seek out prospective clients, and develop profitable relationships and customer accounts.

"We have fun" is one of our core values. While we take our business and responsibilities seriously, we also know life is better when you enjoy your day! Our most recent employee engagement survey results show that 90% of employees would recommend working here to a friend. We are proud to have been certified as a **Great Place to Work**®! This certification is awarded after a thorough, independent analysis conducted by Great Place to Work Institute® Canada. It's based on direct feedback from employees, provided as part of an extensive and anonymous survey about their workplace experience. At BigSteelBox, you can expect comradery with your co-workers and lots of laughs. Don't you want to come home with a smile on your face at the end of the day?

Visit our [website](#) to learn more about our [core values](#) and what drives our BigSteelBox family. Go ahead and apply. It could be the best decision you'll make today!

THE EXPERIENCE AND QUALIFICATIONS WE ARE LOOKING FOR:

- Minimum Education: Grade 12
- Valid driver's license
- At least 3 years of sales management/operations management/human resources experience required
- Excellent Computer/Communication skills: Phone, Email, Outlook, Word, & Excel required
- Bachelor of Business Admin or Diploma preferred, but not required
- Forklift Certified an asset (or willingness to get certified)

WHAT YOUR PRIMARY RESPONSIBILITIES WILL BE:

- Recruit, oversee and mentor employees by providing support, coaching, encouragement and direction in order to accomplish organizational goals and strategies.
- Coordinate office, sales, and yard staff work to ensure deadlines are met and procedures are followed.
- Ensure there is a culture of mutual respect, collaboration, excellence and ongoing learning within the business unit.

- Conduct analysis and oversee operations related to budget, contracting, and management processes.
- Manage container & accessory inventory.
- Oversee and co-ordinate office administrative procedures.
- Manage & maintain the office in an orderly & clean manner.
- Manage & maintain the yard in an orderly & clean manner.
- Manage daily call schedule and client network.
- Provide timely follow-up of all phone calls, walk-in & online inquiries.
- Review, evaluate and implement new procedures for company, sales process and budgeting.
- Nurture & develop customer relationships.
- Monitor local pricing, assemble data, prepare periodic & special reports and review monthly income statements.
- Remain knowledgeable about company products & services.
- Promote & market products to prospective clients.
- Design cost-effective, innovative marketing tactics to promote the company.
- Demonstrate a positive work ethic, attitude & professional image to all.

REQUIRED SKILLS/CORE COMPETENCIES:

- Strategic Thinking - Aligns the internal environment to the overall objectives and strategies of the organization
- Networking and Relationship Building - Networks and builds working relationships to respond to current and future needs.
- Adaptability & Change Management - Recognizing potential situations and responding with solutions, tactics or approaches to reduce or eliminate issues
- Business Acumen - Analyzes complex issues to develop approaches or solutions that are considered forward-thinking and best practice.
- Communication - Adapts communication to respond to audience or situational requirements
- Teamwork - Encourages others to participate in team activities ensures teams are working effectively
- Leadership - Builds on the strengths of the workplace and reduces internal weaknesses through training and development
- Learning & Innovation - Continually learning and always generating ideas for innovative approaches to solve problems and how to create a competitive advantage for the business unit
- Negotiation - This includes organizational needs and initiatives to develop solutions that build momentum.
- Drive for Results - Demonstrates a focus on finishing all tasks assigned in a timely manner while taking complete ownership of tasks
- Sales Process – A demonstrated understanding and consistent use within your role.
- Decision Making - Recognizes situations and examines facts in order to develop clear steps and solid assumptions
- Analytical Thinking - Evaluates, interprets and analyses critical, complex information
- Resource and Risk Management - Ensures that internal teams and groups are aligned with organizational resource and financial limitations
- Customer Orientation - Ensures that own and direct reports activities focus on meeting customer needs.



HOW TO APPLY

Please go to the BigSteelBox website at <http://www.bigsteelbox.com/careers/>. Click the "Apply Now" button next to this job posting and attach your cover letter and resume as one document. We thank all applicants in advance, however, only those selected for an interview will be contacted.