

## **Sales Manager**

The Bike Shop Calgary (**South Location**)  
7413 Macleod Trail SW, Calgary, AB T2H 0L8

### **Company Overview:**

The Bike Shop is the largest independently owned bicycle retailer in Calgary and has proudly served our community for over 50 years. With three retail locations throughout the city, our team members pair thousands of customers with their dream bike everyday, make repairs and adjustments, and share the enthusiasm of all styles of cycling.

### **Responsibilities**

As a Sales Manager, you will be responsible for leading our sales team and working directly with customers. Developing and maintaining lasting relationships with The Bike Shop's customer base is the main goal of our sales team. Job duties include:

- Being a leader on the sales floor, providing excellent customer service and setting the tone for other staff to emulate.
- Assisting our Store Manager with training, hiring, and coaching our sales team.
- Supervising or carrying out opening and closing duties including cash out.
- Evaluating staff on performance metrics, setting both individual and team goals to guide improvement.
- Problem resolution in-store and customer outreach to resolve issues.
- Providing input on product selection and placement within stores to facilitate sales and a seamless in-store experience for customers.

**Salary Range:** \$42,000 - \$50,000/year + Performance Based Incentives

### **Job Qualifications**

- A passion for all things cycling
- Previous sales experience
- Past management experience
- Positive, outgoing, customer service personality
- Calm, levelheaded demeanor in stressful situations
- Comfortable communicating and performing within a team environment
- Experience utilizing POS systems, Ascend
- Effective verbal and written communication skills
- Strong time management skills

Working at The Bike Shop will provide you with:

- A fun, challenging, and fast-paced work environment
- The opportunity to build relationships with people who love cycling
- On the job training of the systems we use
- In-store discount plus access to industry pricing on a range of brands & products

If you are interested in this opportunity, please apply via e-mail to [jobs@thebikeshop.com](mailto:jobs@thebikeshop.com) or call the shop/apply in person. Only candidates being considered for interviews will be contacted.