



## Job Posting: Retail Manager

Do you like to make a connection with your customers? Build long-lasting relationships? Are you a self-starter and love making a project your own? Are you interested in the outdoors or into paddlesports? Do you want to be a member of a small team who can really make a difference?

Ecomarine is Vancouver's full service paddlesport expert and has been serving the lower mainland since 1980. Our retail store helps thousands of people (both locals & tourists) connect with the water by providing quality paddling equipment, outdoor apparel, fashion and expertise. Our fleet of kayaks and stand up paddleboards is also used for rentals, lesson and tours at our two waterfront locations.

As the Retail Manager you will be responsible for all aspects of the management of the retail store and rental operation at Granville Island. You will provide strong leadership for a team of 4 to 20 people.

You will work closely within our sales department to ensure that we meet sales targets while adhering to our company core values.

Passion and experience in paddlesports is a great asset but not mandatory.

### You:

- Are willing to lead a team and a grow your leadership skills
- Have experience working in retail including merchandising.
- Are friendly, professional, and highly organized
- Would enjoy (and maybe even are familiar with) working in a paddlesports & outdoor focused store
- Are passionate and Goal focused

### Responsibilities:

- Merchandising: make sure the store looks great and the right product is at the right place to sell to the right customer
- Liaise with customers (tourists as well as locals) and build relationships
- Achieve Sales Department goals
- Work in unison with the Assistant Retail Manager, Inventory Manager and Finance Department

- LMA - Lead, manage and hold your team accountable
- Hiring, Scheduling and Communication with your team
- POS and Product Knowledge – mastering the POS system and being aware of what we sell
- Vendor Relations – communicating with current and potential new vendors on a consistent basis
- Utilizing data to track and analyze Sales Trends and Store Performance

### **Qualifications**

- Passion and experience working in retail (paddlesport experience is an asset)
- Excellent in person and written communication skills
- Must work well with people and have strong customer service skills
- Willing and open to develop people and your own leadership skills
- Creative self-starter, able to take initiative and deliver on time results
- Minimum 5 years retail experience
- Valid driver's license and clean driver's abstract are an asset

### **Benefits**

- Working with an excellent team of paddling and outdoor enthusiasts
- Advancing your leadership skills with coaching and feed-back
- Advancing your paddling skills with some of Vancouver's best paddlers through workshops and courses
- Access to kayaks, boards and equipment for personal use
- Access to great outdoor and paddling at a great price

### **Hours and compensation:**

Position is available immediately.

Retail Manager role is full-time; Salary range is \$38K - \$45K

### **Application Details:**

To apply, please send a cover letter & resume in a single PDF document to [jobs@ecomarine.com](mailto:jobs@ecomarine.com) with 'Retail Manager' in the subject line. Please name the document `firstname_lastname_RM.pdf`.

The position remains open until filled. Early applications are encouraged!