

Showroom Manager Opportunity

ABOUT ROBINSON

Founded in 1936, B. A. Robinson Co. Ltd. is a leading distributor of plumbing, heating, electrical and lighting products across a network of 33 branches with operations in five provinces. Family owned and operated, Robinson's success is attributed to longstanding principles and values including commitment to employees, exceptional customer service, and encouraging entrepreneurial spirit at all levels of the organization. These principles have contributed to Platinum status as one of Canada's Best Managed Companies. barobinson.com

THE OPPORTUNITY

Reporting to the Vice President, Showroom Group, the Showroom Manager will act as the leader for the Winnipeg plumbing branch (kitchen and bath). This position has P&L responsibility for the showroom, including leading on-site and sales staff, sales revenues, operations, logistics/deliveries, and commercial relationships. Our client is seeking an experienced hands-on, sales-focused leader, with a strong business acumen to drive revenues while delivering operational excellence. If you are a resourceful, independent, entrepreneurial, growth-oriented people leader, this is an excellent opportunity for you.

KEY RESPONSIBILITIES

- Responsible for the overall profitability of the branch.
- Cultivate a positive work environment, fostering employee engagement in alignment with the company's mission, vision, values and philosophy.
- Maintain strong relationships with other business units (wholesale branches, support office, and eCommerce).
- Working with HR, handle all aspects of staffing, including assessing current team and handling hiring and terminations.
- Ensure inventory is managed efficiently, including handling returns to vendors and writing down products.
- Safeguard the safety and compliance of the branch via the application of company policies and regulations.
- Lead the sales team, conducting regular sales meetings and providing ongoing coaching.
- Develop strong relationships with the branch's top 50 trade customers.
- Build and execute development plans for each team member to generate growth and improvement.
- Develop strong and enduring relationships with customers, manufacturers, and manufacturers' representatives.
- In collaboration with marketing, coordinate and oversee events within the branch to support sales and customer engagement.

SELECTION CRITERIA

- Specialty retail experience for homes and buildings preferred (plumbing, luxury finished goods, construction, etc.), including related experience in residential design and construction.
- Minimum 5 years direct team and operations unit leadership, including P&L responsibility.
- Dynamic, engaging, customer service oriented.
- Very strong sales track record, including success growing a territory or region.
- Demonstrated team building and leadership skills.
- Excellent financial and business acumen combined with an entrepreneurial mindset.
- Comfortable dealing with a diverse customer base including building trades and designers, and the proven ability to foster long-term relationships.
- Strong problem solving, decision making and negotiating skills with solutions orientation.
- Influence leadership skills, including an ability to inspire others, manage conflict, and mobilize teams.
- Excellent verbal and written communications skills.

To apply please send a resume and cover letter quoting project #25113 to morgan@harrisleadership.com