



Location: Halifax
Team Leader
Full-Time (Contract)

Maritime Beauty Supply is the leading distributor of professional beauty supplies in the Maritime Provinces. We have a store network of 16 locations representing numerous top professional lines including but not limited to: Redken, Matrix, L'Oreal Professionnel, Pureology, Moroccan Oil, Olaplex, Verb, Bain de Terre, Cezanne, Babe, Babyliss, Avanti, Sam Villa, Quannessence, OPI, CND, Allpresan, and Gehwol.

We are currently seeking a Team Leader for our Halifax Store. This is a Full-Time contract position **with the possibility of becoming permanent**. Must be available to work evenings and weekends.

Key Responsibilities:

- Develop an weekly/monthly/annual store plan to provide the service levels and sales efforts to grow sales with their target customer groups (small operators & DSC assigned customers).i. Store merchandising of all key promotions and introductions. Sales efforts such as professional selling, telesales, in store demos. Professional selling of major product intros for small customers
- Lead the development of the store associates to perform a high level of customer service, merchandising and product up-selling that grows MBS's business. Develop a SA to lead Professional Selling of target brands and achieve goals
- Effectively manage the store inventory to provide high service levels and achieve the monthly inventory level targets. Provide feedback to purchasing and sales for appropriate inventory allocations. Utilize the order management process to ensure the appropriate weekly product ordering. Minimize the monthly inventory returns to the central warehouse (to be tracked)
- Work with the Education Coordinator to lead the organization and recruitment (with the local DSC(s)) to ensure the successful execution of all local education events. Lead the targeting and goal setting for effective recruitment of customers
- Work with the Purchasing group to evaluate and identify product promotions and merchandising that will grow the store sales growth and profitability
- Complete appropriate monthly store and education reporting and submit all paperwork in a timely manner
- Participate in training sessions to obtain product knowledge, manufacturer information, selling skills, customer service experience skills
- Proactively self-educate on product knowledge of brands and categories, features and benefits through PK books, websites and use of store samples and testers
- Understand and follow all company and store specific policies and procedures
- Respect and maintain confidentiality of all MBS business and client information
- Perform other duties as assigned and/or requested

Requirements and Preferences:

- Previous management and retail experience is preferred
- Degree in business, marketing, commerce or related discipline is preferred
- Bilingual Preferred

Other:

- Hair, Esthetic or other industry license
- Strong computer skills
- Strong organizational skills

- Flexible in scheduling

Shaping Success Together:

The ability of Maritime Beauty Supply to remain competitive and successful in today's world is directly attributable to our employees. These beliefs, our commitment to open lines of communication and our policies and practices, ensure that we all operate in a positive employee relations environment that is supportive of our employees. We value our employees and strive to offer an environment of challenge, continued growth and learning opportunities.

- Medical benefits (Health, Dental and Life Insurances)
- RSP Matching Contribution Plan
- Service Recognition Program
- Enhanced Vacation plan and personal days
- Corporate Charitable Donation Program
- Employee Fitness Program
- Personal, Professional and Career Development Program
- Maternity Leave Top-Up

Apply online by visiting www.JoinTeamMbs.ca.

While we thank all candidates for their interest, only those candidates being considered will be contacted. No telephone calls please.

Maritime Beauty Supply is an equal opportunity employer.