

## Store Manager

Oversee all operations, recruiting, training, and sales functions for a showroom location where we sell our fully adjustable Sleep Number Beds by utilizing an employee developed, tried & proven, state of the art selling system.

- Hire, train, manage, and motivate sales professionals to meet personal sales goals and store sales goals.
- Utilize creativity to market products and generate leads.
- Conduct consultative sales demonstrations of Sleep Number Beds and Accessories to close sales.
- The ideal Store Sales Manager candidate may come from a variety of industries but will most likely have a successful background of at least 3 or more years selling and managing sales in a high-end or big-ticket (over \$100) sales environment.
- Our preferred candidate has previously been responsible for meeting team sales quotas with a track record of consistently exceeding those goals. 3+ years proven sales management track record of meeting and exceeding sales goals.
- Prefer high-end/specialty store management experience.
- Hands-on knowledge of principles and methods for demonstrating, promoting, and selling products or services. This includes marketing strategy and tactics, referral & lead generation, & sales techniques. Prior success in recruiting, training, and motivating & retaining top talent essential.
- Top notch customer service focus required.
- Ability to work in a retail setting with retail hours, which would consist of a combination of day, evening, weekend, and holiday hours.
- High school diploma or GED equivalency required. Advanced education and training preferred.
- High energy, enthusiasm and motivated demeanor required.

Complete Compensation & Benefits Package: Total compensation (base + commission + bonus) that rewards performance, Medical/Dental/Vision, matching 401K, Paid Time Off, Flexible Spending Accounts, Employee Stock Purchase Plan, Education/Tuition Reimbursement (up to over \$5000/yr), Employee Discounts, and much more!