



Sales Supervisor



PUT YOUR CAREER INTO OVERDRIVE! Please send resumes to: resumes@picknpull.com

Do you want a challenging and long term career opportunity? Do you want the benefits of working for a stable public company and the flexibility and independence of a small but growing division? PICK-n-PULL may be the perfect place for you!

Ever wonder what happens to cars after they've outlived their usefulness? Inoperable vehicles have incredible value from used parts and recyclable materials.

PICK-n-PULL Auto Dismantlers is a self-service auto dismantling and recycling company, now with 50+ LOCATIONS throughout the U.S. and Canada, which is focused on consolidating the highly fragmented recycled auto parts market. PICK-n-PULL is a \$300+ million, fastest growing division of Schnitzer Steel Industries, Inc. Schnitzer is a 100 year old publicly traded company with revenues in excess of \$1.5 billion.

General Position Summary:

Supervise all phases of store sales activities and employees to ensure goals are met safely and efficiently. Responsible for monitoring all store sales functions to conform to company policies and procedures.

Essential Functions:

1. Conduct regular meetings with the sales staff to motivate team to increase sales, maintain enthusiasm, ensure a positive attitude, and to review key performance indicators.
2. Conducts coaching sessions, trains continually to improve the effectiveness of the selling model.
3. Responsible for staffing by attracting, screening, hiring, and retaining top sales performers.
4. Manage by the numbers by understanding and taking corrective actions in response to monthly financial statements and operating statistics. Analyze sales figures and forecasting future sales volumes to maximize profits.
5. Prepares sales reports and assigned tasks for the store.
6. Promotes a clean, safe, and environmentally compliant store for employees and customers.
7. Directs and participates in customer care functions.
8. Ensure that all sales transactions and cash management procedures are in compliance with company policy.
9. Delegate duties and scheduling work hours.
10. Promote a positive and fulfilling work environment.

Qualifications:

1. Recent experience in a retail sales management position as detailed above.
2. Good interpersonal skills with an outgoing friendly positive attitude.
3. Solid quantitative skills to understand store financial performance and operating statistics. Must have the ability to reconcile sales, prepare reports and read technical manuals.
4. Able to handle multiple priorities while performing quality work in an efficient manner with minimal supervision.
5. Able to work required hours which includes weekends and holidays at any store assigned by management within reasonable distance from home store.
6. Bilingual in English and Spanish preferred but not required.
7. Good computer skills including Microsoft Office products.

Physical Activities Required to Perform Essential Functions:

1. Standing, walking, bending, climbing, and stretching are required outside in the weather for extended periods during the day.
2. Manual dexterity to handle tools and the ability to move 50 pounds.
3. Vision must be sufficient to perform job functions safely.