

Blue Force Gear, Inc. (BFG) is a family owned **tactical gear manufacturer** located in Pooler, Georgia. BFG is committed to attracting and retaining the best employees. In order to enhance our long term growth, we are seeking a results- driven senior level **Retail Store Manager** to be responsible for start up of a new retail store and continued overall store management!

Major Responsibilities

- Start up of new retail store
- Manages the overall operation of the store
- Develops and implements strategies to increase store sales, profits, and service levels
- Interacts with a knowledgeable customer base in a friendly and professional manner
- Provides customer service to ensure customers have a positive and educated shopping experience
- Responds to customer inquiries and complaints
- Monitors store expenses and ensures that expense targets are met
- Drives operational inefficiencies to help minimize risk and protect the stores assets
- Manages the store's inventory including: merchandising, pricing, ordering and back stock
- Develops and maintains inventory policies
- Oversees the stocking, receiving, and discontinuation of items
- Meets with key vendors to ensure that up to date products are being carried
- Achieves targeted sales goals
- Manages and mentors employees to provide exceptional customer service
- Trains and manages store staff
- Works closely with marketing and sales to coordinate events and day to day operations
- Analyzes, interprets, and acts on data to achieve desired business objectives
- Maintains a clean, organized and stocked retail store
- Maintains the stability and reputation of the store by complying with legal requirements
- Ensures overall safety practices are followed

Educational Requirements:

Bachelor's degree in Marketing, Sales, or related field.

Previous Experience:

- A minimum of 5 years of retail store, merchandising, and sales management experience preferably **within the tactical gear industry**
- **Must have new store start up experience**
- Must have strong understanding of sales and customer service

- Must have demonstrated ability to work within a budget
- Must be available to work varying shifts and days of the week (may include evenings, weekends, early morning or late shifts).
- Must have ability to stand for long periods of time is required
- Must be able to occasionally lift up to 50 lbs

Competencies and Skills:

- Excellent communication skills
- High energy with proven track record of results
- Proficient in Microsoft
- Demonstrated team player
- Must possess organization skills
- Self-motivated
- Strong leadership skills
- Must be client relationship builder