



Sunderland Co-operative Inc. is an exciting place to develop and grow a career in agriculture that supports Ontario producers who grow and sell their crops to local and global markets. We are a member-owned Canadian company with deep roots in agronomy, crop protection, grain elevation, fuels, animal feed, and retail farm supplies.

Sunderland Co-op has invested and matured in the agricultural landscape for nearly 70 years. With 4 locations in the Sunderland, Oakwood, Lindsay, and Peterborough areas, Sunderland Co-op offers you a unique opportunity to make your mark in a growth-oriented company with a variety of business segments.

Our success comes from a well-established network of people and assets, ongoing infrastructure development, and the strong business relationships we nurture with farmers and suppliers. Learn more about us at [www.sunderlandco-op.on.ca](http://www.sunderlandco-op.on.ca)

Sunderland Co-operative Inc. has an opportunity in our Retail Store Division. We are currently seeking a full time Retail Sales Lead at our Sunderland location.

**A Retail Sales Lead** is a Sales Associate who is responsible for co-ordinating the retail sales department, supporting management, and ensuring sales quotas are reached. This position is responsible to be a leader in superior sales execution, providing an outstanding shopping experience for our customers through product knowledge, trend awareness and exceptional customer service. This enthusiastic and professional retail sales associate also provides delegated management support and is depended upon to both open and close the store as needed, with all opening and closing procedures followed strictly and consistently.

#### **Skills and Qualifications:**

Achieves or exceeds all personal sales and productivity goals, while abiding by all loss prevention policies.

Provides respectful, attentive service to customers throughout the store, including utilizing dynamic communication skills to build and maintain customer relationships, solving customer complaints, answering customer questions and cashing out customer purchases.

Maintain and organize time scheduling for all retail sales staff

Ensures all housekeeping standards are met and assists with stocking/restocking of shelves

Ability to collaborate and communicate in an effective and professional manner with all corporate and retail partners.

Maintain a high degree of confidentiality.

Assist the Division Manager with ensuring the store is merchandised for maximum sales impact; floor sets are well planned and executed in a timely manner; and that visuals are maintained and reflect company standards.

Assists with managing the store's completion of all necessary paperwork, inventory and marketing.

Training new retail sales associates, assigning specific tasks to other retail sales associates, and monitoring the team's sales performance.

Providing and motivating the retail sales staff with constructive feedback

Performing additional job duties/responsibilities as assigned by the Division Manager.

Interested applicants please submit your cover letter and resume via email to [gstoner@sunderlandco-op.on.ca](mailto:gstoner@sunderlandco-op.on.ca). We thank all applicants for their interest however, only those chosen for an interview will be contacted.

*Sunderland Co-operative Inc., is an equal opportunity employer who does not discriminate against any employee or job applicant because of race, color, religion, national origin, sex, physical or mental disability, or age.*