



JOB POSTING



ST. JACOBS DEALER SUPPORT RETAIL PAYMENTS AND CORPORATE GIFTING MANAGER (#1303)

HOURS: 8AM to 4:30PM

GRADE: Salary

JOB DESCRIPTION:

Responsible to the **Director, Dealer Support** for developing and managing all retail payment and gift card strategies and managing Home's equipment and leasing program. Responsible for the implementation and maintenance of these strategies and programs at corporate and store levels advocating for the customer experience and driving sales.

Develop future roadmap for retail payment experience. Collaborate with various internal departments to define, evaluate and implement current and emerging retail payment technologies ensuring compliance with payment industry requirements. Provide ongoing communication, training and support on payment programs to all stakeholders.

Develop sales strategies and tactics on B2C and B2B gift card initiatives to support the growth of gift card sales; track, monitor and communicate progress of Home Gift Card program.

Develop, maintain and market consumer finance and credit programs to increase transactions and sales volume and provide escalated operational support to Dealers.

Manage and continually develop Home's Equipment and Leasing program including negotiating vendor participation, agreements, securing revenue income and working closely with all stakeholders.

Provide strong leadership, guidance and support to the Retail Payment Services Coordinator and other stakeholders.

Additional projects as requested by the Director, Dealer Support.

QUALIFICATIONS:

College / University diploma or degree in business and/or marketing, with three to five years related experience within the retail payment industry. Proven implementation experience with retail payment products, technologies and functionalities.

Self-motivated, adaptable, strategic thinker with a strong understanding of retail and business fundamentals. Customer experience focused with a financial mindset for budgeting and cost analysis.

Excellent communication, oral and written, with strong planning, organizational and negotiation skills. Ability to build productive business relationships with both internal and external partners.

Strong knowledge of Home Hardware's systems and services, and retail operations and procedures.

Strong leadership capabilities to manage, motivate and direct an effective team.

Excellent computer skills with strong knowledge of MS Office, including Word, Excel and Outlook.

Bilingual in English and French is an asset.

Ability to travel and work flexible hours when necessary.

INTERESTED APPLICANTS, PLEASE SUBMIT YOUR RESUME TO:

Dayna Weber, Recruitment, Human Resources

hr@homehardware.ca

Phone: 519-664-4975

34 Henry St W, St. Jacobs, ON, N0B 2N0

Deadline:

ALL CURRENT JOB POSTINGS ARE ACCESSIBLE AT F\SPECIAL\HR_RELATED\POSTINGS

We will accommodate the needs of qualified applicants on request under the Human Rights Code in all parts of the hiring process.