

We are looking for a General Manager - Quebec

Canada's #1 Leisure Travel Retailer

As Canada's largest independent travel retailer, itravel2000 aims to provide employees with career opportunities that other retail travel companies just can't offer. Since 1994, itravel2000 has been the source for the best selection, service and value for providing travel products to Canadians. Headquartered in Mississauga Ontario, we are currently seeking dynamic candidates to start-up and oversee operations, sales and marketing efforts in the Quebec market.

General Manager - Quebec

As the General Manager you will use your expertise to lead, direct and manage the day-to-day retail sales and marketing strategy of the Company in Quebec as well as maintain and grow our existing supplier relationships in the province.

Responsibilities Include:

Sales

- Effective product and sales management through established guidelines
- Assist in developing the annual business plan and projection
- Achieve projected sales growth targets
- Establish and maintain superior relationships with airline, hotel and tour operator partners in the Region.
- Communicate with suppliers on a daily basis to identify distressed inventory needs and negotiate price reductions and special rates.

Customer Service and Sales Support

- Implement and maintain itravel2000 customer service standards and practices
- Conduct weekly meetings with Sales Consultants
- Analyze sales productivity statistics and take action to affect sales and profitability.

Marketing

- Gathering market intelligence and identifying consumer product buying trends in order to recommend product and advertising strategy to the Management Team.
- Adherence to all marketing programs and initiatives
- Actively promote itravel2000 in the community
- Maintain image standards as outlined

Qualifications:

- Bi-lingual
- Quebec resident
- Previous management experience
- Minimum two years retail travel experience required – specific experience in the province of Quebec an asset
- Post secondary education preferred

Attributes:

- Superior interpersonal skills
- Efficient time management ability
- Financial analysis ability
- Verbal and written communication skills
- Effective organizational and planning skills
- Computer literate
- Commitment to providing superior Customer Service