District Manager

Job Description:

District Managers mainly supervise multiple operation sites or stores of a business. They are upper management and communicate regularly with executive leadership and lower management. Their primary responsibilities include recruiting and training store managers, setting regional goals and ensuring that the stores under their supervision adhere to company and industry regulations.

Job Responsibilities:

* Act as a liaison between the headquarters and the area’s branches by making regular visits and interacting with management
* Be in charge of operational practices making sure that each branch runs smoothly and meets projected revenues and sales estimates
* Coordinate with, report and make recommendations to senior management in order to  grow market share, improve customer experience and drive growth
* Ensure that each branch delivers value and excellence to the clients
* Cultivate and grow a strong team of committed branch managers that will maintain profit margins and implement business plan
* Ensure that all projects are executed profitably and in compliance to standardized business practices
* Apply innovative approaches and techniques to keep updated with competition
* Research local market conditions
* Identify current and prospective sales and expansion opportunities
* Develop forecasts, financial objectives and business plans
* Meet business goals and metrics
* Direct all operational aspects such as distribution operations, customer service, human resources, administration, marketing and sales
* Bring out the best of branch’s personnel by providing training, coaching, development and motivation
* Locate areas for improvement
* Propose corrective actions
* Share knowledge and insights with other branches and headquarters
* Manage budget and allocate resources appropriately
* Address customer and employee satisfaction issues promptly
* Comply with all regulations/applicable laws
* Prepare and present reports on market movement and penetration

Job Qualifications:

* Bachelors in business administration or related field
* Masters in business administration preferred
* Experience as a district manager

Opportunities as a district manager are available for applicants without experience in which more than one district manager is needed in an area such that an experienced district manager will be present to mentor.

Job Skills Required:

* Great interpersonal and communication skills
* Business development and strategy implementation knowledge
* Strong leadership and decision making skills
* Ability to sell, manage and drive growth
* Excellent customer relationship management skills
* Ability to meet sales targets and production business goals
* Sense of ownership and pride in your performance and its impact on company’s success
* Critical thinker and problem-solving skills
* Team player
* Good time-management skills
* Great interpersonal and communication skills
* Familiarity with industry’s rules and regulations