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# Example of Manager, District Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of manager, district. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for manager, district

* This role requires managing their own territory by conducting store visits and also managing field reps remotely and through market visits
* Develop and maintain strong relationships with retailer field leadership and associates within assigned territory
* Coach, mentor and develop account reps in assigned markets to exceed all program KPIs
* Ensure employee satisfaction and engagement through progressive employee engagement
* Interview, hire and onboard high quality full time reps as needed
* Manage attrition through key performance indicators
* Analyze, track and manage program budget, labor hours and operational/ compliance metrics
* Provide weekly recaps and field intelligence reporting
* Manage the sales associate recruitment process for brokerage office
* Develop and implement a retention strategy to retain the top producers and performers

## Qualifications for manager, district

* Computer proficiency, including Microsoft Excel/Word and the ability to learn and use company specialized applications
* 5+ years experience managing a business unit in the transportation industry, specifically waste hauling operating procedures with full P&L responsibility
* 5+ years of experience with full profit and loss experience in the transportation industry supervising a minimum of 100 employees
* Ability and willingness to relocate, strongly preferred
* Optical experience is a plus but not required
* Ability to recruit, hire and train qualified management candidates