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# Example of Retail District Manager Job Description

Our growing company is searching for experienced candidates for the position of retail district manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for retail district manager

* Manage share of floor, wall and displays for each motorcycle brand, ensure no cross branding or unapproved aftermarket products in displays
* Inform dealers of programs, gain dealer commitment on action items and follow through to ensure execution
* Inform dealers of progress to retail, stocking and program goals
* Collect and report dealer and competitor market and district level traffic and sales data to sales leadership and brand teams
* Communicates successes, opportunities and solutions to leadership teams to drive results
* Develops, trains and directs reps to achieve objectives and to ensure company standards are met
* Sets up schedules and services existing accounts along with Key Account Representatives and Merchandisers
* Controls and manages performance by measuring and reporting results, evaluating and correcting performance and administering policies and procedures
* Organizes activities by structuring the territories, delegating work, and staffing positions
* Plans and executes sales and promotional activities that effectively counter competitive trends by meeting established goals for individual accounts, and distribution standards for individual brands

## Qualifications for retail district manager

* Big-box” retail management and/or equivalent education and experience combination will be considered
* Models a positive, optimistic, enriching and motivational management style guided by CCR values and principles
* Extensive retail experience within in a fast paced, multi-national company during a period of extensive and rapid growth
* Expertise in building and maintaining strong working relationships
* Experience working within franchise and/or travel retail business is desired
* Must be fluent in English (spoken and written) and additional European language is preferred