



Example of District Manager Job Description

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Our growing company is looking to fill the role of district manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for district manager

- Drive your team with effective communication and provide coaching on customer service and sales strategies
- Supports field sales personnel on all customer related issues, providing value added support to the customer
- Review and analyze sales routes to ensure maximum efficiency, attend routes, and deployment as necessary
- Maintain communication linkage with the Category Planning group and Region Management to guarantee that all sales programs are executed flawlessly through clear, concise, timely, written, and verbal communication
- Work closely with Customer Category Managers to ensure the right programs are in place to achieve our goals
- Some RSM's will serve as a customer team lead, filtering information to other RSM's and collecting information to feed back to the customer team
- Communicate and ensure compliance with all company policies and directives
- Maintain an uncompromising level of business ethics and integrity
- Meet or exceed district financial projections and maximize revenue opportunities
- Identify and implement labor management tools to schedule effectively and to maximize productivity, profitability and margins while adhering to all applicable federal, state and local laws governing store operations

Qualifications for district manager

- Management of rental rates, discounts, Customer Protection Plan and other income sources
- Accesses external resources to support district-wide operations and to execute district and regional initiatives such as Human Resources, Revenue Management, Procurement, Finance, and Marketing
- Solicits customer feedback to understand customer needs and follows up on all customer service issues
- Performs semi-annual audits and facility checklists, submits findings to division office and ensures follow up on any necessary action
- Efficiency - Must be detailed oriented