



# Example of Retail District Manager Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of retail 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 retail district manager

- Partner with Marketing and store managers to build brand awareness, drive sales and traffic through market outreach and effective in-store events
- Identify and develop new business opportunities within operational area (i.e., distribution flow improvements, merchandising display efforts, store growth and real estate site selection, recruiting strategy, training and development priorities, employee Relations, customer service, systems implementation)
- Finally, you'll be a driving force in coaching your teams, motivating them, helping them develop, making the tough decisions when your team needs to be held accountable
- Leading all facets of sales, service and operations of a district of branches within a defined geographic area
- Directing Branch Manager colleagues generally not to exceed fifteen direct reports
- Building relationships with key internal contacts
- Leading teams to provide exceptional customer service and effectively resolving customer issues
- Actively overseeing the recruitment/hiring process ensuring assigned market is staffed with advisors suitable for Horizon's culture
- Leading the development of direct reports and team
- Educate dealers on brand requirements and compliance

## Qualifications for retail district manager

- Experience in collaborating with multiple teams - Human Resources, Store Operations, Loss Prevention, Merchandising, Legal department
- Decisive and collaborates with a team to develop strategies
- Extremely well organized and structured – excellent project management skills
- Experience managing business to business relationships
- Experience with Lease or Contract negotiations
- Experience with utilizing an Omni Channel approach in analyzing the business