



# Example of Retail General Manager Job Description

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Our company is growing rapidly and is hiring for a retail general manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for retail general manager

- Ability to create excitement and show passion for the product by communicating relevant information about fitness, fashion and product knowledge to customers
- Partners with Human Resources to hire, develop and retain top talent, , address employee relations issues
- Ensures adequate staffing at all times, by appropriately scheduling staff based on business trend and making any necessary seasonal adjustments, within wage goal/budget
- Ensures store is well maintained including but not limited to
- Deliver growth, margin and working capital expectations in line with annual retail budget for SA and SSA as whole and 3 year strategic plan
- Responsible for building and maintaining a high performing team in the Retail business through acquisition and development of talent at all levels
- Responsible for delivering customer service excellence through leadership of the Retail Team and building linkages with the Operations team and other divisions
- Responsible for the development, maintenance and implementation of the SSA regional strategic plan for Retail
- Deploy retail projects to the highest standards and in line with sales projections to ensure accurate forecasting
- Deploy an organizational structure to maximize sales through distribution channel or direct and where through distribution, deploy a process for best distributor selection

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- Ability to build a cohesive team by utilizing proven motivational, coaching and mentoring techniques
  - Ability to prioritize, delegate and accomplish multiple projects
  - Passion for hunting, fishing, camping and outdoor sports
  - A Bachelor's degree in a related field of study or area of concentration from an accredited institution, university or college is required
  - An advanced degree in Business or other related field of study from an accredited institution, university or college is preferred
  - Able to effectively select, lead and develop a team of 20 to 70 associates