



## Assistant Store Manager

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The assistant store manager handles day-to-day store operations and other responsibilities that enable the store manager to focus on sales development and outside sales activities. Among the assistant store manager's duties:

- Ensuring the satisfaction of both wholesale and do-it-yourself customers and building positive long-term relationships with them
- Handling store merchandising, stock rotation and replenishment, and housekeeping functions
- Selling ... including helping the store manager develop the store's annual sales plan
- Handling the store's accounts receivable function.
- Communicate effectively with customers, employees and other business partners
- Train, coach and manage store employees
- Make decisions regarding pricing, credit and other customer issues
- Manage their time and resources effectively
- Analyze market conditions: competition, trends, issues and opportunities
- Embrace new products and technology

### Expectations

Sherwin-Williams looks for specific traits in assistant stores managers. We seek leaders with a strong work ethic, integrity and flexibility who can:

- Build positive working relationships with employees
- Build customer loyalty by providing outstanding service, following through on commitments and establishing rapport with customers

