



City Manager

The city manager is responsible for 10 to 20 stores, including improving sales, expense and profit performance, talent retention, personnel development and customer service. This individual reports to the district manager and handles responsibilities including the following:

- Working with store managers to implement programs that improve sales and profits and control expenses
 - Improving store personnel productivity by working with store and assistant managers to train, address performance issues and develop stronger lines of communication
 - Managing inventory and accounts receivables to budgeted levels
 - Monitoring other controllable expenses to ensure proper store management of these areas
 - Working with store managers to develop a market plan, make sales calls, provide input on product recommendations and ensure product availability
 - Ensuring that all sales reps are being supported by the stores in a timely fashion, and mediating any store/rep conflicts by working with the district sales manager
- Ensuring that store readiness programs are implemented to keep store appearance, merchandise and inventory levels consistent with company standards

Expectations

For the city manager position, Sherwin-Williams seeks strong managers who are energetic, self-motivated and flexible to be accountable for:

- Improving sales, profits and expense control
- Reducing turnover in all store employee categories
- Improving communication between stores and reps
- Improving service capabilities for retail and wholesale customers
- Improving store readiness
- Improving accounts receivable and inventory management
- Increasing store personnel's wholesale selling activities
- Improving in-store training and development

