



SHERWIN-WILLIAMS.

Commercial Store Manager

The commercial store manager is responsible for handling the day-to-day operations of his or her facility and for ensuring the store's profitability. Among the commercial store manager's duties:

- Ensuring the satisfaction of wholesale customers and building positive long-term relationships with them
- Developing a sales growth and market plan
- Recruiting store employees and establishing work schedules
- Training, coaching and mentoring employees
- Conducting periodic market research studies
- Making outside sales calls and supporting sales rep efforts
- Managing merchandising and inventory
- Ensuring that the store vehicle is properly maintained
- Ensuring that the accounts payable and receivable functions are handled appropriately
- Ensuring that safety, security and loss-prevention practices are followed

Expectations

Sherwin-Williams looks for specific traits in commercial store managers. We seek leaders who are honest and willing to be accountable

for their decisions, actions and performance – individuals who can:

- Become a 'business partner' to their wholesale customers, effectively supporting their high-volume needs
- Manage employee performance
- Build a successful team through recruitment and cultivation of a supportive environment
- Delegate effectively
- Make decisions regarding pricing, credit and other customer issues
- Manage their time and resources effectively
- Analyze market conditions: competition, trends, issues and opportunities
- Handle the financial aspects of the position, such as managing the P&L statement

