



**SHERWIN-WILLIAMS®**

## District Manager

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The district manager oversees 15 or more stores as well as all outside sales within his or her district. This individual reports to the vice president of sales and handles responsibilities including the following:

- Selecting and developing appropriate personnel to meet current and future needs
- Developing and supervising district merchandise assortments for retail and wholesale stores
- Developing sales, operating and marketing plans to build competitive strength
- Overseeing training and development of sales and operating personnel within the district
- Monitoring and supervising the implementation of all national and divisional approved programs within the district
- Directing and monitoring the budgeting process
- Ensuring division policies and procedures are followed
- Analyzing market conditions and recommending competitive market pricing
- Supervising support facilities

### Expectations

For the district manager position, Sherwin-Williams seeks individuals who are self-motivated, confident and market-savvy sales and operational professionals who can accomplish the following:

- Maximize sales and profits throughout his or her district through effective resource management
- Increase market share of all units through aggressive planning and control
- Effectively manage human resources functions
- Optimize inventory processes
- Keep store and district budgets on track

