



Division President & General Manager

The division president and general manager directs the operations of his or her division to achieve operating plan objectives while executing the strategic plans of the Paint Stores Group. This individual reports to the president of the Paint Stores Group and handles responsibilities including the following:

- Developing and implementing a business plan that stimulates sales and profit growth through increased market penetration of target market segments
- Managing the sales organization and directing the Division Marketing, Finance, Human Resources and Real Estate functions
- Achieve business goals and objectives through successful implementation of an approved operating plan
- Manage the selection, organization and development of human resources by clearly communicating policies, procedures and practices
- Assure the protection and proper utilization of division assets through the use of effective planning, safeguards and controls
- Provide the group president with timely, accurate information so that he/she can anticipate challenges and take any necessary corrective action
- Manage the business in a manner consistent with the Paint Stores Group's business strategy through the effective execution of group/division policies

Expectations

For the division president and general manager position, Sherwin-Williams seeks a leader with experience, in-depth knowledge, an outstanding work ethic and integrity who can accomplish the following:

- Ensure long-term gallon and market-share growth and profitability through effective strategic planning

