



SHERWIN-WILLIAMS®

Store Manager

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

- Ensuring the satisfaction of both commercial and do-it-yourself customers and building positive long-term relationships with them
- Scheduling staff and managing employee issues
- Training, coaching and mentoring employees
- Handling inside and outside sales ... including developing a sales plan for the store and a process for lead-sharing
- Supervising store merchandising, inventory, stock rotation and replenishment, and housekeeping functions
- 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 stores managers. We seek leaders with a strong work ethic, integrity and flexibility who can:

- Build positive working relationships with employees
- Build customer loyalty
- Communicate effectively with customers, employees and other business partners
- Manage employee performance
- Build a successful team through recruitment and cultivation of a supportive environment
- Delegate responsibility
- Make decisions regarding pricing and employee and 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

