



Store Manager

Position Specifics:

Reports to: President

Supervises: Parts Managers, Service Managers, Sales Representatives, Administrative Personnel

Purpose:

Responsible for the achievement of the strategies and goals for a designated location and fulfilling the expectations of all stakeholders (owners, customers, and employees). Provides leadership in evaluating, allocating, and managing human, physical and financial resources for the location. Optimizes the profitable growth of the business, the personal growth of employees, and the satisfaction of customers.

Responsibilities:

- Executes the operational strategies and goals for a designated store location
- Communicates LandPro's values and principles within their location
- Achieves financial performance for all departments in the store location and reports any areas of concern and ideas for improvement
- Develops and maintains a positive relationship with all existing and new customers and resolves any elevated customer issues
- Ensures new and used wholegoods inventory meets customer and business demands, are kept secured, and all inventory process are followed to ensure accurate records
- Ensures that appropriate communication takes place within and across all departments at the store location, which may include leading regular department management staff meetings and all employee meetings
- Communicates with other store managers to implement best practices and consistent processes for all departments and share resources within the LAndPro organization
- Supports corporate managers in implementing changes in any department within the location
- Implements and maintains the team concept between departments
- Maintains as many wholegoods sales as necessary without jeopardizing management duties
- Collaborates with the Marketing Manager to ensure the successful planning and execution of marketing activities and events
- Oversees maintenance, security and a professional appearance of the facility, and property for the location and notifies the ownership group of any deficiencies so they can be corrected immediately
- Identifies capital improvement needs and submits requests to ownership group
- Ensures employees have a safe work environment inside and outside the dealership while on company time and complies with all safety and environmental laws and regulations
- Oversees the hiring, development, coaching, training, evaluation, and effectiveness of the management team and other employees within their store
- Covers for parts and service duties when needed due to vacancies and absences
- Manages on-going relationships with key John Deere personnel
- Performs other duties as assigned

Experience, Education, Skills, and Knowledge:

- 5+ years experience in an Agriculture or Turf retail environment
- 1+ additional years experience as a parts or service manager or in a sales role preferred
- Familiar with John Deere and competitive products
- Experience dealing with elevated customer issues
- Ability to lead and motivate others
- Knowledge of financial metrics, marketing experience and a solid understanding of sales, parts and service operations preferred
- Solid analytical, business planning, problem solving, and communication skills
- Ability to work extended hours
- Valid driver's license and clean driving record
- Bachelors degree in Agriculture, Business or equivalent experience required