



## **KIBBLE EQUIPMENT JOB DESCRIPTION**

Job Title: Store Manager  
Department: Store Management  
Reports To: General Manager  
FLSA Status: Exempt  
Supervises: Parts Manager, Service Manager; and Sales Personnel

### **Summary:**

Responsible for the achievement of the location business plan objectives 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 store. Creates a positive, team-oriented work environment that optimizes profitable business growth, personal employee growth, and thoroughly satisfied customers.

### **Essential Job Functions:**

- 1) Executes store business plan and reviews progress regularly with Department Managers. Promotes customer satisfaction, drives profitability and resolves customer and/or employee issues.
- 2) Maintains all customer information and proactively grows customer base in assigned territory.
- 3) Monitors trends in customers' business activities and communicates timely to company representatives.
- 4) Monitors competitive activity/products and timely communicates it accordingly.
- 5) Coordinates with Marketing to plan and execute all store functions, open-houses, community involvement and presence
- 6) Participates in sharing best practices and implementing standardized management processes.
- 7) Implements processes to ensure optimal financial, market and customer performance.
- 8) Manages functions recruiting, coaching and development of sales, service and parts professionals.
- 9) Enhances engagement by communicating with location employees, on a regular basis, company values, principles and mission and operational information. Attends to, and resolves, employee and inter-departmental issues in a fair and expedient manner.

### **Other Job Functions:**

- 1) Oversees maintenance, security and a professional appearance of the facility and property, both inside and out.
- 2) Maintains assigned company vehicles and equipment.
- 3) Other responsibilities and duties as assigned by management.

### **Skills and Qualifications:**

- Ability to teach and coach employees for continuous improvement
- Basic business knowledge and math skills as well as ability to analyze and interpret internal reports
- Organized with ability to learn and apply knowledge quickly
- Work independently while effectively prioritizing multiple tasks and interruptions
- Strong customer service, interpersonal and communication skills
- Knowledge of agriculture industry
- Ability to use standard desktop applications such as Microsoft Office and internet functions
- Bachelor's degree in Business Management or commensurate equivalent
- Sales Experience and Revenue Production

*This job description is not intended to be all inclusive and employee will also perform other reasonable related business duties as assigned by immediate supervisor or other management as required. Kibble Equipment reserves the right to revise or change job duties and responsibilities as the need arises. This job description does not constitute a written or implied contract of employment.*