

General Manager Job posting

Garage Living, a leader in the garage transformation industry. We specialize in providing premium products, offering unique design expertise, and delivering world-class service. The General Manager will spearhead the optimization of Garage Living product sales. Guiding your specific territory, you will be accountable for all aspects of sales, operations, and financial reporting. An ideal candidate would provide mentorship, excel in sales leadership, and be a team player.

Responsibilities include:

- Consistently achieve and surpass monthly sales targets to drive ongoing territory expansion, by developing sales plans and maximizing gross revenue.
- Navigate the path to aggressive, profitable growth by vigilant review of performance metrics and implementation of necessary adjustments when needed.
- Responsible for the creation and execution of budgets, business plans, capital budgets, and expense authorizations.
- Be a strategic leader by forging and maintaining efficient organizational structure, expertly delegating authority, assigning responsibility and accountability.
- Cultivate a high-performing team through impactful supervision and guiding your staff towards business goals.
- Focuses on developing territory by identifying, mentoring and training candidates, by supplying staff with tools and resources for optimal performance.
- Promotes an evolving and consistent “best practices” approach to sales, installation and product management.
- Upholds and maintains compliance with organizational policies, standards and practices to ensure operational integrity.
- Be an advocate of an injury-free workplace, compliant with OSHA standards to guarantee the well-being of all stakeholders.
- Foster a workplace culture that radiates positivity, inspiring employees to thrive in their roles.

Qualifications:

- Management: 5 years (preferred)
- Sales: 5 years (preferred)
- Construction: 5 years (preferred)
- Excellent verbal and written communication skills.
- Demonstrates effective project management, including coaching and performance management skills.
- Display analytical and problem-solving abilities, accompanied by a sound grasp of financial reports and concepts.
- Ability to work with members at all levels and in a team environment.
- Able to develop and maintain effective relationships through excellent interpersonal skills.
- Must be able to travel throughout territory.
- Demonstrate exceptional sales presentation and closing skills.