

Job Announcement - Sales Location Manager

Job Summary - Central South Dakota Retail Building Supplier is currently looking for a Sales Location Manager at new branch in Presho, SD. Candidates must have extensive knowledge of various building materials and usage, must understand and practice inventory control, accounting, administration, and sales. Experience with estimating is desirable but not required.

Responsibilities -

- Managing and motivating a team to increase sales and ensure efficiency;
- Managing stock levels and making key decisions about stock control;
- Analyzing sales figures and forecasting future sales volumes to maximize profits;
- Analyzing and interpreting trends to facilitate planning;
- Using information technology to record sales figures, for data analysis and forward planning;
- Dealing with staffing issues such as interviewing potential staff, conducting appraisals and performance reviews, as well as providing or organizing training and development;
- Ensuring standards for quality, customer service health and safety are met;
- Responding to customers complaints and comments;
- Promoting the organization locally by liaising with local schools, newspapers and community in general;
- Organizing special promotions, displays and events;
- Updating colleagues on business performance, new initiatives and other pertinent issues;
- Touring the sales floor regularly, talking to colleagues and customers, and identifying or resolving urgent issues;
- Maintaining awareness of market trends in the retail industry, understanding forthcoming customer initiatives and monitoring what local competitors are doing;
- Initiating changes to improve the business;
- Dealing with sales, as and when required.

Experience – 2-4 year degree in building trades, engineering, architecture, business administration, combination and/ or 3 years+ experience in the retail building industry is desired.

Compensation – This position will be a salaried position, dependent upon experience. Health, Sick, Vacation, 401K, and Supplemental Insurance are available for benefits.

Desirable candidate must be outgoing and willing to Learn, Listen, and Communicate with other location sales staff, administration and management. This will be a rewarding career for the right candidate. Presho, SD is a family oriented community with grade school and high school, adequate housing and located one hour from Pierre, Winner and Chamberlain, one and half from Mitchell, two hours from Rapid City and Sioux Falls. If interested send cover letter and resume to: Baumann Lumber Attn: Human Resources, 1223 Sale Barn Road, Fort Pierre, SD 57532, or visit www.baumannlumber.com, fill out application and email with resume to kara.baumann@firstdakotaenterprises.com.