



**SHERWIN-WILLIAMS®**

## Large Metro District Manager

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The large metro district manager typically oversees 40-60 stores as well as all outside sales within his or her district. This individual reports to the vice president of sales and handles responsibilities including the following:

- Selecting and developing the appropriate employees to meet current and future needs
- Developing and supervising district merchandise assortments for retail and wholesale stores
- Developing sales, operating and marketing plans to build competitive strength
- Overseeing training and development of sales and operating personnel within the district
- Monitoring and supervising the implementation of all national and divisional approved programs within the district
- Directing and monitoring the budgeting process
- Ensuring division policies and procedures are followed
- Analyzing market conditions and recommending competitive market pricing
- Supervising support facilities

### Expectations

For the large metro district manager position, Sherwin-Williams seeks individuals who are self-motivated, confident and market-savvy sales and operational professionals who can accomplish the following:

- Maximize sales and profits throughout his or her district through effective resource management
- Increase market share of all units through aggressive planning and control
- Effectively manage human resources functions
- Optimize inventory processes
- Keep store and district budgets on track

