

RETAIL BRANCH MANAGER

A retail branch manager oversees the daily operations of a retail store including inventory, personnel, sales, and finances.

WHAT RESPONSIBILITIES WILL I HAVE?

- Handle merchandising, budgeting, credit control, accounting, inventory and expense control
- Employ, train, develop, supervise and terminate personnel in a retail location
- Provide quality service within acceptable productivity ratios
- Direct and perform fieldwork, including selling, and building good will
- Comply with all government regulations to maintain a minimal level of liability for the retail location (i.e. OSHA Wage and Hour Law, EEO, Sales Tax, etc.)
- Operate the business for adequate return on investment to keep it financially sound
- Responsible and accountable for all environmental and safety compliance at retail locations
- Maintain good relations with local civic leaders, patrons and board, keep the company image at a very high level in the community
- Supervise truck and equipment maintenance, routes, degree-day systems, use of loaned equipment, which requires climbing, crawling on and around equipment being inspected
- Handle all complaints promptly and thoroughly
- Responsible for budget compliance
- Responsible for management of branch merchandise
- Build relationships with suppliers and customers



WHAT EDUCATION & TRAINING IS REQUIRED?

Bachelor's degree in agriculture business, or marketing is preferred

THE FOLLOWING HIGH SCHOOL COURSES ARE RECOMMENDED...

Agricultural education, mathematics, business and computer courses

TYPICAL EMPLOYERS

Private and company-owned retail stores, or you may be self-employed

FUTURE JOB MARKET/OUTLOOK



SUGGESTED PROFESSIONAL ORGANIZATIONS & ASSOCIATIONS

- Agriculture Retailer's Association
- National Agri-Marketing Association

AVERAGE ANNUAL FULL-TIME SALARY

\$61,000