

## Branch Manager

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Company: PRI

Location: Kitwe

Category: other-general

### Overview

We are hiring!

We are looking for a talented Branch Manager to assign and direct all work performed in the branch and to supervise all areas of operation. You will manage staff, foster a positive environment and ensure customer satisfaction and proper branch operation. The successful candidate will have a hands-on approach and will be committed to the expansion and success of the business by implementing strategies that increase productivity and enable sales targets achievement.

### Responsibilities

Direct all operational aspects including distribution operations, customer service, human resources, administration and sales

Assess local market conditions and identify current and prospective sales opportunities

Develop forecasts, financial objectives and business plans

Meet goals and metrics

Manage budget and allocate funds appropriately

Bring out the best of branch's personnel by providing training, coaching, development and motivation

Locate areas of improvement and propose corrective actions that meet challenges and

leverage growth opportunities

Share knowledge with other branches and headquarters on effective practices, competitive intelligence, business opportunities and needs

Address customer and employee satisfaction issues promptly

Adhere to high ethical standards, and comply with all regulations/applicable laws

Network to improve the presence and reputation of the branch and company

Stay abreast of competing markets and provide reports on market movement and penetration

Requirements and skills

Proven branch management experience, in a hardware store or similar

Sufficient knowledge of modern management techniques and best practises

Ability to meet sales targets and production goals

Familiarity with industry's rules and regulations

Excellent organizational skills

Results driven and customer focused

Leadership and human resources management skills

BS in Business Administration or related field

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