



WORLD OF WORK
INTERVIEW CONTEST
UTAH 4-H

Job Title: General Manager, Retail Sales Team

Location: Logan, Utah

Job Type: Full-Time

Experience Level: Mid to Senior Level (5+ years)

About the Role

We are seeking a results-driven and strategic General Manager to lead our Retail Sales Team. In this role, you will oversee daily store operations, drive sales performance, and develop a high-performing team. You will be responsible for executing business strategies, enhancing customer experience, and ensuring operational excellence across all retail activities.

Key Responsibilities

- Lead, coach, and develop retail sales staff to achieve performance goals
- Drive revenue growth through effective sales strategies and execution
- Oversee daily store operations, including staffing, scheduling, and inventory management
- Monitor key performance indicators (KPIs) and implement improvements
- Ensure exceptional customer service and a positive in-store experience
- Recruit, train, and retain top talent
- Manage budgets, expenses, and profitability targets
- Ensure compliance with company policies, procedures, and safety standards

Required Qualifications

- Bachelor's degree in Business, Management
- Experience in retail sales, including leadership or management roles
- Proven track record of meeting or exceeding sales targets
- Strong leadership, coaching, and team development skills
- Excellent communication and interpersonal abilities
- Strong organizational and problem-solving skills

Preferred Qualifications

- Experience managing multiple store locations or large teams
- Knowledge of budgeting and financial reporting

What We Offer

- Competitive salary and performance-based bonuses
- Health, dental, and vision benefits
- Opportunities for career advancement
- Dynamic and fast-paced work environment
- Employee discounts and other perks

*Contestants may assume they have met the qualifications highlighted in green when preparing their application materials. All other components should be based on their actual experiences and skills.



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