

RENEWAL BY ANDERSEN

GENERAL MANAGER (ORANGE COUNTY)

Job Description →

The General Manager will guide the sales and business operations of a large sized market operation through the design and implementation of strategies to achieve aggressive business goals. Success will be dependent on the GM's ability to manage other functional leaders, provide strong leadership, coach others for success, design healthy culture, and foster teamwork in a very fast-paced, high-growth environment.

Responsibilities:

- Drive growth in a local market for Renewal product/service offerings using Renewal programs and guidance in ongoing business operations
- Implement strategies to meet agreed upon business goals; manage operations to achieve profit and gross margin objectives
- Build professional sales and operations teams who follow Renewal processes in delivering to customer requirements
- Understand and implement Renewal policies, processes, best practices, and guidelines
- Maintain a dedicated budget for lead generation and new sales growth to build a customer base that supports continued major growth and positive brand recognition
- Work closely with Renewal support personnel in obtaining guidance and feedback for overall improvements
- Track and measure performance in order to provide the reposts designated by Renewal
- Assure that commitments to customers are met and achieve a high customer satisfaction rating
- Provide coaching and strategic direction for functional managers across sales, operations, and installation
- Actively participate and provide informal leadership within CORO leadership team on development of strategies and programs

Qualification Requirements →

- College degree preferred
- A minimum 10 years of business management experience
- Prior sales and/or sales leadership experience preferred
- Construction industry and/or B2C industry experience preferred
- Demonstrated skills in managing a full P&L
- Ability to demonstrate strong understanding of in-home sales process and homeowner requirements
- Strong analytical and decision-making skills
- Leadership skills in developing others
- Strategic thinking in setting challenging plans, goals, and objectives
- Excellent communication skills
- Ability to solve problems resulting in win/win solutions
- Interpersonal skills in building effective relationships