BestDrive Retail Store Manager

Your tasks

HOW YOU WILL MAKE AN IMPACT -

The Retail Store Manager is responsible for running a BestDrive retail location. The Retail Store Manager will direct the day-to-day operations of the location, develop strategies to improve customer service, drive sales, increase profitability, and grow the business. This individual is the main contact at the location and is responsible for store operational and people management requirements. The Retail Store Manager is responsible for working with their sales team to engage area fleets and tire users to promote new tires, retreads, and tire services. Essentially you will be running a small business with a solid company and brand behind you. You will supervise and direct your team; making operational and staffing decisions while ensuring top-tier service.

Essential Duties:

- Oversee daily store operations, supervise employees, and manage inventory
- Managing all location staff functions to provide exceptional customer service while maintaining the financial integrity of the Company.
- Develop successful sales plans to grow profitability
- Maintain current accounts with regular sales calls and follow up on accounts.
- Solicit commercial truck tire accounts in the store location and surrounding areas.
- Responsible for the sale of new truck tires, retreads, and services
- Obtain annual/monthly sales and production objectives to ensure profitability.
- Responsible for protecting assets within your area of responsibility, including, but not limited to: inventory, accounts receivable, trucks, and equipment, with the ultimate goal of reducing operating costs.
- Recruit, train, develop, and motivate your employees
- Learn and work through the existing business operating system for billing of above sales channels
- Maintain an acceptable profit margin
- Maintains staff job results by coaching, counseling, and disciplining employees; planning, monitoring, and appraising job results.
- Perform a variety of manual tasks for extended periods, which may include light and heavy lifting, including commercial tires and wheels, standing, bending, and squatting
- Manage all safety, health, and environmental processes by conducting safety huddles, leading by safety first, and reporting and sending all required paperwork for any injuries and accidents to management.
- Ensure compliance with all local, state, and federal laws
- Assist in quarterly inventory while maintaining the security of products and control measures.
- Must be available to work rotating shifts, potentially nights and

Job ID
REF100812V

Field of work
General Management

Location
Chattanooga

Leadership level
Leading People

Job flexibility
Onsite Job

Working time
Full Time

Legal Entity
Continental Tire the Americas, LLC

occasional weekends.

Your profile

WHAT YOU BRING TO THE ROLE -

- Must be 21 years or older
- High School Diploma or equivalent
- Valid Driver's license in good standing
- 5+ years' experience in the tire industry
- 2-5 years experience managing and leading people and/or projects
- Excellent written and oral communication skills.
- Basic math skills
- Attention to detail
- Multitasking

Legal authorization to work in the U.S. is required. We will not sponsor individuals for employment visas, now or in the future, for this job opening.

No relocation assistance is offered for this position.

ADDITIONAL WAYS TO STAND OUT -

- College Degree
- 7+ years' experience in the tire industry
- 5+ years' experience managing and leading people
- 3+ years in retail tire sales
- TIA Certification
- Retread tire knowledge
- Microsoft Office - Intermediate

Our offer

Work Environment & Physical Requirements

- Monday – Friday. Saturday and evenings as needed; may have little to no advance notice.
- This position operates in all types of indoor and outdoor work environments; exposure to heat and cold is to be expected.
- While performing the duties of this job, the employee is regularly required to stand, bend, climb, lift, and walk.
- Required to handle hazardous materials and wear various forms of protective equipment (safety shoes, gloves, protective eyewear, etc.). Comply with OSHA regulations and safety requirements.
- Required to lift 75-100 lbs. routinely; may be required to occasionally lift up to 150 lbs. individually.

THE PERKS -

- Immediate Benefits
- Paid Time Off
- Employee Discounts, including tire discounts
- Employer 401k Match
- Diverse & Inclusive Work Environment
- Employee Assistance Program
- Future Growth Opportunities

- And many more benefits that come with working for a global industry leader!

EEO-Statement:

EEO / Disabled / Protected Veteran Employer. Continental offers equal employment opportunities to all qualified individuals, without regard to unlawful consideration to race, color, sex, sexual orientation, gender identity, age, religion, national origin, disability, veteran status, or any other status protected by applicable law. In addition, as a federal contractor, Continental complies with government regulations, including affirmative action responsibilities for qualified individuals with a disability and protected veterans, where they apply. To be considered, you must apply for a specific position for which Continental has a current posted job opening. Qualifying applications will be considered only for the specific opening(s) to which you apply. If you would like to be considered for additional or future job openings, we encourage you to reapply for other opportunities as they become available. Further, Continental provides reasonable accommodations to qualified individuals with a disability. If you need assistance in the application process, please reply to Careers@conti-na.com or contact US Recruiting at 800-821-2727. This telephone line and email address are reserved solely for job seekers with disabilities requesting accessibility assistance or an accommodation in the job application process. Please do not call about the status of your job application, if you do not require accessibility assistance or an accommodation. Messages left for other purposes, such as following up on an application or non-disability related technical issues, will not receive a call back.

Ready to drive with Continental? Take the first step and fill in the online application.

About us

BestDrive, a wholly owned subsidiary of Continental, is quickly becoming the top choice among commercial trucking fleets for our high-quality products and exceptional service. BestDrive Commercial Tire Centers specializes in providing fleet customers with innovative tire solutions including award winning Continental and General Tire brand products, innovative commercial solution products such as ContiPressureCheck, and a wide array of multi-brand truck tires to address all market segments. Since our founding in 2012, we presently have 25 locations throughout the United States and continue to rapidly expand our footprint throughout the country.