



Bobcat® OF TIDEWATER

BRANCH MANAGER

Bobcat of Tidewater, a division of Winchester Equipment Co., a growing area company selling, renting and servicing top-of-the-line construction equipment, has an immediate full-time opening for a Branch Manager.

We offer competitive wages and a comprehensive benefits package, including Health, Dental and Life Insurance, Paid Time Off (PTO), Paid Holidays, 401(k) Retirement Savings Plan w/ Company Match, Profit Sharing, Short- and Long-Term Disability, Boot Allowance, Training and Development

Click on link for complete job description:

JOIN OUR TEAM!

Please complete an online application with resume directly by clicking to the following button:

[APPLY HERE](#)

EOE | Tobacco-Free Workplace

As a Branch Manager, you will oversee all operations of your assigned branch/store to include sales, parts, service and rental. You will also have full responsibility for the profit and loss of your branch/store.

The Branch Manager position will involve:

- Monitor and drive performance goals across all areas of the business, meeting and exceeding branch and company objectives
- Recommending staffing, training and performance evaluations to develop branch personnel
- Coordinating with the Leadership Team members to recommend and coordinate activities as needed
- Representing your branch and/or the company at trade association meetings to promote our product
- Delivering sales presentations to key customers in coordination with sales representatives

Job Responsibilities

As a Branch Manager, you will define and communicate the company values, principles, vision and mission statement for your branch staff. You will also monitor and evaluate the activities and products of the competition and will also review market analyses in order to determine customer needs.

Your specific duties and responsibilities as a Branch Manager will include:

- Meeting with key customers, assisting sales representatives with maintaining relationships and negotiating and closing deals
- Analyzing and controlling sales expenditures to conform to budgetary requirements
- Analyzing and assisting the parts, service and rental departments through coordination with the department manager as needed
- Preparing periodic reports showing sales, parts, service and rental volume and potential sales including market share and market awareness for their branches
- Recommending budget, expenditures, and appropriations for the local business
- Facilitating the hiring, development, evaluation and effectiveness of the management team
- Making occasional on-the-road trips as necessary

Job Requirements

As a Branch Manager, you must display proven managerial abilities, which will include financial management, marketing experience and a solid understanding of sales, parts, service and rental operations. You will also need to have solid analytical, business planning and problem-solving skills. It will also be important for your role as a Branch Manager to have exceptional motivational and interpersonal skills.

Specific qualifications for the Branch Manager position include:

- Minimum 5 years operations/sales management experience
- Excellent communication skills
- Proven industry knowledge relevant to equipment dealerships