



## General Manager

General Insulation Company is a national wholesale distributor of commercial and industrial insulation products, HVAC supplies, 3M Firestop products, and associated construction supplies. It is the largest

privately held mechanical insulation distributor in North America. As a family owned company, we have built our business by providing the highest quality products and superior service to our customers. We look forward to you joining our family!

### About the role:

We are looking for an engaging General Manager to help grow and maintain branch success and organization. You will report to your general manager and take responsibility for the smooth operation of your branch location to make sure all goals are met. We pride ourselves at General Insulation for the highest level of customer service and would love someone to help maintain that service!

### ESSENTIAL JOB FUNCTIONS:

- Report to the Regional Vice President (RVP).
- Oversee all aspects of customer service.
- Assist in hiring, training and coaching all outside sales, and inside branch personnel in collaboration Human Resources.
- Collaborate with the RVP and Regional Sales Manager (RSM) to establish quarterly budgets, sales quotas and KPI's.
- Work with RSM and sales team to create and implement 90 day sales and marketing plans.
- Ensure sales staff is maintaining up-to-date customer records through the Company CRM.
- Develop strong relationships with vendors to provide accurate market conditions and ensure competitive pricing.
- Communicate with RVP and RSM regarding changes in market conditions.
- Maintain up-to-date record of competitive activities.
- Oversee customer quotes and conduct bid follow-up.
- Develop customer relationships by participating in after-hours customer entertainment activities.
- Proactively handle customer issues/challenges.
- Train and become a subject matter expert on GIC products.
- Manage branch employees alongside the RVP and RSM.
- Assist in all aspects of branch operations and sales activities as needed.
- Performs additional functions (essential or otherwise), which may be assigned

### Candidate Requirements:

- Associates degree preferred (not required) and/or 2+ years of proven work experience in wholesale distribution.
- Leadership skills and ability to manage staff.
- Excellent communication skills.

- Strong decision making and problem-solving skills.
- Expertise in warehouse and inventory management.
- Proficient with computer systems and technology
- Must be able to lift, push, and pull up to 40 pounds.

**SPECIAL REQUIREMENTS:**

- Must be at least 18 years of age and have a valid driver's license.
- Must be willing to work odd hours including evenings, weekends, and holidays.
- Must be comfortable with change, possess an entrepreneurial spirit, and have ability to think outside the box.

**What we offer:**

- **Health:** We offer great medical vision and dental benefits as well as voluntary benefits that cover both you and your family!
- **Future:** Plan by enrolling in a 401k plan that helps you save money for a rainy day
- **Time Off:** Paid time off along with flexibility for a healthier work life balance
- **Environment:** We offer an inclusive environment where there is always someone available to help and teach so that you can grow within the industry no matter what direction your career takes you!

General Insulation is committed to equal opportunity. We value and embrace diversity and inclusion of all Team Members.