



Hansen's Dairy Waterloo Retail Manager

3015 Kimball Ave., Waterloo, IA 50702
Phone: 319-234-3309

Position inquiries:

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Job Description

The Retail Manager will handle all aspects of store operations. Tasks include, but are not limited to:

- Maintaining proper sales margins: tracking, analyzing, and increasing margins and sales
- Controlling inventory and pricing
- Merchandising and maintaining store appearance and cleanliness
- Modeling best practices and maintaining positive morale at stores
- Hiring, firing, training, supervising, scheduling employees
- Tracking labor costs on a weekly and monthly basis and act on those numbers to create as many efficiencies as possible
- Scooping ice cream and stocking shelves
- Other duties as assigned

Expectations

- Model excellent hand-selling skills to employees
- Always look for and improve business efficiencies
- Take proactive steps to grow and market the business and seek new revenue possibilities
- Maintain and model a transparent and positive attitude with all Hansen's employees and customers
- Communicate openly and thoroughly with Hansen family members and employees
- Participate in farm meetings
- Support and promote the Hansen's business and product philosophies
- Keep a neat, sanitary store environment
- Maintain a fun retail experience for customers

Essential Functions

- Standing for 4 hours at a time
- Scooping hard-dip ice cream
- Able to carry 40 pounds
- Good listening, verbal, observational and computer skills

Compensation

- \$12/hour, full-time (32-40 hours/week)
- 40 hours (five days) of Paid Time Off per calendar year beginning six months after hire date
- 25% discount on retail items at Hansen's Dairy stores in Waterloo, Cedar Falls and Hudson
- Hansen's Farm Fresh Dairy clothing provided
- Mid-year and yearly performance reviews, other reviews as needed