

SENIOR DIRECTOR

(Job Number 03-J5321)

Job Title: Senior Director

Company: Farm Mart

Job Location: Little Rock, Arkansas

Job Status: Full Time

Job Description: The Senior Director holds responsibility for using his/her vision and commitment to better Farm Mart through a thorough knowledge of the company and its customers, and by analyzing the company's history and economic standing and creating a strategy for financial improvement and increased customer satisfaction.

Requirements:

- 10 years project management experience
- Thorough knowledge of Farm Mart operations
- Bachelor's degree, MBA preferred
- Willingness and ability to travel for up to 15% of job
- Proficiency with Microsoft Word, Excel, PowerPoint, and spreadsheet software
- Experience with short- and long-range sales planning/forecasting
- Proven ability to meet deadlines and manage budgets
- Residency in Little Rock area required
- Ability to prioritize well
- Excellent customer service skills
- Effective written/verbal communication skills, including public speaking
- Proven leadership ability
- Exceptional analytical and problem-solving skills

Responsibilities:

- Increasing productivity, efficiency, sales, and customer satisfaction
- Analyzing customer demographics/preferences and utilizing customer data
- Achieving or surpassing all company goals
- Overseeing efforts to ensure all aspects of Farm Mart's appeal to customers
- Assuming ultimate accountability/responsibility for all stores and employees under supervision
- Demonstrating Farm Mart's principles and values
- Creating and overseeing financial aspects and goals for the company
- Determining staffing needs
- Collaborating with other members of management to ensure all goals are met
- Implementing, ensuring, and following company standards, rules, and policies
- Providing a positive role model for employees at all times
- Ensuring the highest standards in quality of merchandise and service at Farm Mart
- Identifying ideal candidates for advancement/promotion within the company