

General Manager

A General Manager position entails great responsibility as they are responsible for ensuring the success and profitability of the entire dealership. We have provided more information below regarding the position so that you can better assess your interest in and qualifications for this vital role.

Position Requirements

General Managers should have a minimum of two years of experience in dealership sales in addition to five years in a leadership role. Excellent leadership, communication and organizational skills are vital in dealing with customers and employees. Often, a General Manager position is a natural progression from General Sales Manager and is commonly viewed as a stepping stone to becoming a dealership owner.

Key Responsibilities

- Hiring and supervision of the management team as well as establishing goals and standards for each department.
- Maintain excellent communication with team members to ensure dealership profitability and customer satisfaction.
- Establish of short-term and long-term business objectives to be approved by corporate management/owners, along with regular progress updates to ensure success.
- Oversee all aspects of daily operations, including financial statements, and maintain open communication among staff and management.
- Maintain expert-level knowledge of all local, state and federal regulations regarding all aspects of the dealership's business practices. The General Manager must also provide any necessary training to personnel regarding these regulations.
- Set goals and develop strategies pertaining to operations, sales, marketing, merchandising, service, etc.
- Serve as relationship manager between dealership and corporate personnel.
- Create and maintain a good working relationship with vendors and lending institutions.

Educational Requirements

A high school diploma or equivalent is required, while a college degree with an emphasis in business management is highly encouraged.

Salary

General Managers can expect to earn between \$100,000 and \$200,000 per year based on the size, revenues and location of the dealership.

Benefits

Benefits vary by dealership, but most dealers offer health insurance, retirement plans and other various associated employment benefits (dental, vision, disability, etc.).

If your skills and experience match the qualifications and requirements listed for this position, we hope you will contact the EFG Recruiting team at 972-445-8300, or toll-free at 800-527-1984. At EFG, we are committed to placing exceptional individuals into exceptional careers within the automotive industry.