

the megahair family



General Manager

Within the Megahair Family you will play an integral role in building one or more of our companies Brands; Eccotique Spa, Zennkai Salon or Megahair Salons

The General Manager is responsible for the Brand in its entirety including all areas of management; planning, sales development, team/management development, human resources, operations, market awareness, all while exceeding quality assurance standards. Ensure the development of results oriented individuals and locations in order to guarantee profitable profit and loss statements.

Reporting to the President and working alongside the other General Managers within the organization you will lead a team of 3-5 location Managers and be responsible for the performance of their teams. General Managers direct other people to achieve their goals. Therefore, general managers must be able to delegate responsibility. They must be skilled in hiring good middle managers and giving clear, consistent directives.

Below details pertinent points of the General Manager Job Description but are not limited to the following; a minimum of 3-5 years work experience as a GM is required

Corporate Strategic Planning

- Develop strategic Business Plans for the brand(s) you represent; the plan must revolve around all aspects of sales, marketing, and operations
- Develop operational tools such as manuals, coaching templates and job descriptions
- Be able to build profitable locations throughout your brand monitoring all aspects of an Income statement; wage control, inventory control and sales increases

Regional Planning

- Your strategic and operational plans must establish short, medium and long-term objectives, strategies, plans and budgets.
- Ensure that staff and financial resources are focused on the priority objectives established in the strategic and operational plans.
- Provide a monthly analysis of progress in achieving objectives, sets out a rationale for variances, and recommend modifications to the plan

Leadership and Organizational Management

- You will provide strong and effective day to day leadership, coaching and management to your team in order to foster an environment that encourages full contribution to the overall objectives.
- Take responsibility to ensure goals are achieved through regular coaching, goal breakdown, goal assignment and spreadsheets for viewing to facilitate understanding and development.
- Ensure your team is on a set Action Plan and Performance Development Plan at all times to foster understanding and movement.

Human Resources

- Manage and consistently review our turnover rates, training procedures and expenditures. You are proactive with recruitment and supporting the overall directive to be fully staffed; all positions filled to maximize sales performance
- Ensure corrective action is completed in a timely manner in order to preserve our environment and perfect timing on letting go.

Market Understanding

- Have a clear understanding of current market conditions, trends and also identify the target markets for revenue generating activities.

To apply for the position email your resume to carrie@megahairfamily.com

Only those applicants qualified to fill the position will be contacted.