

**REVIEWED***By Chris at 2:28 pm, Jan 21, 2020*

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CODE: **185.167-046**Buy the DOT: [Download](#)TITLE(S): **MANAGER, RETAIL STORE (retail trade)** alternate titles: **store manager**

Manages retail store engaged in selling specific line of merchandise, such as groceries, meat, liquor, apparel, jewelry, or furniture; related lines of merchandise, such as radios, televisions, or household appliances; or general line of merchandise, performing following duties personally or supervising employees performing duties: Plans and prepares work schedules and assigns employees to specific duties. Formulates pricing policies on merchandise according to requirements for profitability of store operations. Coordinates sales promotion activities and prepares, or directs workers preparing, merchandise displays and advertising copy. Supervises employees engaged in sales work, taking of inventories, reconciling cash with sales receipts, keeping operating records, or preparing daily record of transactions for ACCOUNTANT (profess & kin.) 160.162-018, or performs work of subordinates, as needed. Orders merchandise or prepares requisitions to replenish merchandise on hand. Ensures compliance of employees with established security, sales, and record keeping procedures and practices. May answer customer's complaints or inquiries. May lock and secure store. May interview, hire, and train employees. May be designated according to specific line of merchandise sold, such as women's apparel or furniture; related lines of merchandise, such as camera and photographic supplies, or gifts, novelties, and souvenirs; type of business, such as mail order establishment or auto supply house; or general line of merchandise, such as sporting goods, [drugs](#) and sundries, or variety store.

**GOE: 11.11.05 STRENGTH: L GED: R4 M4 L4 SVP: 7 DLU: 81**[ONET CROSSWALK: 41002 First Line Supervisors and Manager/Supervisors- Sales and Related Workers](#)

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