



United Supermarkets is seeking a Convenience Business Manager.

This position is based in Lubbock, TX.

The Convenience Business Manager is responsible for sales, retail and gross profit of Fuel Convenience. This role will develop, recommend and execute the retail pricing strategy for the Fuel Convenience department. The Convenience Business Manager will negotiate, plan and direct programs and promotions that lead to enhanced guest service achieving business performance objectives. Provide Ultimate Service, Superior Performance, and Positive Impact.

Key Responsibilities:

- Category Expert in Convenience merchandising and sales generation
- Create sales plans to differentiate and drive sales to maximize profits
- Manage retail pricing and execution of Convenience strategy
- Collaborate with United Merchandising team and Marketing team to integrate Convenience and maximize procurement and sales opportunities
- Design, develop, negotiate and execute Convenience promotions
- Negotiate and manage most cost efficient distribution methods to retail
- Travel to convenience locations to support, train and drive operational plan execution collaborating with Regional Vice President support
- Financial responsibility for Fuel Convenience sales, gross profit and business results
- Heavy interface and communication with Retail Operations supervision to maximize the potential of sales, service and profitability
- Recommend and direct the activities and processes of the Fuel Convenience department to strategically align with the Company's goals and objectives
- Monitor benchmarks and analyze progress toward the attainment of documented goals
- Plan and direct programs that allow for enhanced guest service
- Provide recommendations and support for training at the operations level
- Performs other duties as requested or required by supervisor

Education & knowledge required:

- Bachelor's degree or 3 to 5 years of related experience in the convenience industry
- Procurement knowledge in the convenience industry
- Merchandising and/or category management background with working knowledge/experience in Convenience Store Industry
- Ability to lead, adapt to and influence change in organizational process and practices

- Strong interpersonal skills for developing positive and efficient working relationships with partners and team members
- Proven management, communication and relationship skills
- Proficient in Microsoft Office, with the ability to learn and utilize database tools in decision making (knowledge of Hyperion Essbase tools advantageous)
- Ability to travel up to 25% of the time, some overnight required
- Strong analytical skills and the ability to multi-task
- Ability to thrive and participate in a dynamic evolving position & department
- Goal oriented with “can do” attitude
- Ability to create, implement and monitor effective business plans
- Strong communication and negotiation skills
- Ability to work independently without supervision and effectively manage time
- Ability to accept supervisory coaching related to performance, work habits and attitude

If you are interested in this position,
apply online at www.unitedtexas.com/careers. EOE
Click “Get Hired” and select Job Number 010BV

This position closes Thursday, July 19, 2012.

OUR MISSION

• ULTIMATE SERVICE • SUPERIOR PERFORMANCE • POSITIVE IMPACT