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## **POSITION SUMMARY**

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**TITLE: General Manager- Dallas, Texas**  
**REPORTS TO: Chief Executive Officer**

**DEPARTMENT: Executive**

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### **COMPANY OVERVIEW:**

Brook Furniture Rental, Inc. ([www.bfr.com](http://www.bfr.com)) is American's leading high end residential and office furniture rental company. We provide high quality furniture and trustworthy and reliable service to sophisticated transferred business executives, both domestic and international, in major metropolitan cities across the country. For three decades, we have focused on delivering the highest possible customer satisfaction through the combination of high quality furniture, impeccable service, and dependable execution. Brook employs over 300 Team Members across the country as well as other part-time and contract individuals to run its operations.

### **POSITION OVERVIEW:**

The General Manager is responsible for leading our sales and distribution efforts in the Dallas / Fort Worth / Austin region and work with a very competent team to take the business to a higher plateau in revenues and profits. This job reports directly to the CEO (headquartered in the Chicago area) and will be responsible for managing the regional P&L with a focus on driving profitable sales, delivering sophisticated customer service and a flawless management of the distribution center. Our Dallas location is a 25,000 square foot facility located off 35E and Inwood Rd. and includes a showroom and distribution center.

### **RESPONSIBILITIES:**

Responsibilities in general are in the following areas. These may evolve as the business requires.

- Total P & L accountability and responsibility
- Lead profitable sales growth and further development of sales
- Strong focus on all account development, field sales leadership, and distribution leadership with the focus on the customer.
- Oversee the management of the sales, distribution center, inventory and administrative functions (currently 15 people total).

### **REQUIREMENTS:**

- Proven executive level leadership skills that are self motivated and results driven
- Ability to motivate multi functional, diverse team to collaborate effectively around a common vision
- Extremely strong sales & sales management skills focused on managing sales people, training and motivating them to sell "value" more effectively
- Disciplined process and execution skills, to strengthen the processes and routines across the business
- Ability to successfully navigate in customer, field sales, operations, office and distribution settings.

Brook offers a competitive compensation and generous benefit package including health and dental benefits and a 401(k) plan. Email your resume and salary history to [resume@bfr.com](mailto:resume@bfr.com). We thank all applicants for their interest. Only those chosen for an interview will be contacted.

We are an Equal Opportunity Employer M/F/D/V.