

Our client is one of the top agricultural input distribution companies in Eastern Canada. Benefitting from strategic leadership, talented staff and a unique value proposition, they have experienced significant growth over the last decade. They are looking for a new General Manager to continue building the brand and exceptional product offering to attract key shareholders and capture further market share. This position requires an innovative, strategic and operational leader who has experience in product distribution and shareholder management.

General Manager Southwestern Ontario

Reporting to the Board of Directors, you will:

- Lead the organization’s annual strategic planning with the management committee, while working closely with shareholders to ensure accountability for proper use of ordering, reporting and payments systems
- Manage all aspects of the daily operations including, finance, IT, human resources, legal and facilities, and the organization’s staff in a cohesive and collaborative working environment to build a positive culture
- Develop the long-term direction of the organization to attract new shareholders, build relationships with suppliers and continuously improve the communication, distribution and shareholder feedback processes
- Negotiate with suppliers to ensure the best pricing, payment terms, and access to products in the market, by reviewing manufacturing programs, trends and to maximize returns for the organization and shareholders
- Approach and secure new product manufacturers and new product lines of existing manufacturers to solidify the organization as a leading and innovative distributor in the market, and increase market share
- Identify and invest in new technologies to improve efficiencies in product ordering, reporting and managing inventory, shareholder communications, and sales and accounting data
- Manage, organize and present financial and purchasing data interpretation, analysis and annual shareholder performance, with year over year progress, at regular, quarterly and annual meetings
- Continually and proactively evaluate the organization’s operations and systems to identify efficiency gains, business improvements and cost saving measures to align with long-term business objectives
- Manage relationships with shareholders, vendors and suppliers by maintaining transparency, providing clear communication, and streamlining information to reduce redundancy and improve engagement
- Work with suppliers and manufacturers to establish supply projections, inventory control, transportation and fulfilment of purchase orders, while overseeing administration of all transactions

Your background includes:

- A Diploma or Degree in Agriculture, (Agri)Business or related field preferred. Willing to consider a combination; and an MSc, MA or MBA is an asset
- 5+ years in a leadership or General Management position in the agriculture industry and distribution sector focused on similar input products or commodities
- Experience with strategic planning, budgeting, business processes and functions such as finance, human resources, procurement and logistics
- Strong analytical and problem-solving skills, paired with excellent oral and written communications abilities
- Bilingual English/French communication is an asset

Travel is required in this role primarily within Ontario as well as Eastern Canada as needed. This is a remote office management position, with a team and office located in Southwestern Ontario.

LITHERLAND & CO

To learn more about this position and our client, contact Brook Coatsworth at bmc@litherlandco.com or by phone at 416-868-4888 Ext. 5 quoting “General Manager – 200914.” This posting closes May 20th at 5pm EDT.