

Our client has built their business and reputation over the last 40 years in the Canadian Agriculture industry through high integrity customer relationships, innovative production solutions and continuous improvement. In Ontario, they lead the market with a diverse portfolio of product offerings. Each region they service is led by a Branch Manager for both wholesale and retail businesses. This senior management position requires a strategic and operational leader with experience in product distribution, shareholder management and a track record of business growth. Build the brand, lead the staff, and drive the branch forward by committing the team to customer service, collaboration, and quality farm management solutions focused on sustainability and profitability.

Branch Manager

Southwestern Ontario

Reporting to the General Manager, you will:

- Develop local strategies, recommendations for annual capital expenditures, and execute the regional business plan to meet company sales goals and profitability; presenting at monthly leadership meetings
- Develop, manage, and forecast expense budgets for branch operations, personnel, and equipment, as well as manage warehouse and inventory control with accurate documentation
- Oversee retail branch operations with responsibility for accurate blending, packaging, processing, and delivery of retail client orders with a high level of customer service in a timely manner
- Maintain all licenses and inspections related to warehousing and storage, while adhering to and implementing all company policies, procedures, and business ethics codes with the sales and operations teams
- Work with the company leadership team to develop long-term sales strategies and prepare action plans for individual sales representatives to improve customer prospecting and sales lead development
- Manage, mentor, and develop the sales team to deliver profitable growth, hit business targets and retain customers; hiring new staff when required, and coordinate sales training, coaching and performance evaluations
- Coordinate with the Office Manager to ensure administrative and customer service functions, reporting and related resources are available on a timely manner to the support to the sales and marketing team
- Oversee Branch Human Resources, including the development and implementation of evaluation metrics, key operational objectives, policies, and procedures, and staff discipline plans, or recommendations for termination
- Demonstrate a high degree of service to, and collaboration with, other branches and business units and their teams to develop company culture, employee success and personal growth
- Recommend opportunities for improvement of operational and administrative processes and systems to reduce costs, improve efficiencies, customer service, and market development
- Continually and proactively evaluate the organization's operations to identify efficiency gains, business improvements, equipment investments, and cost saving measures to align with long-term business objectives

Your background includes:

- A University degree in Agriculture, Agribusiness, Business, related field, or equivalent experience
- 8+ years in a Management Position, of which 5+ years is in Agriculture or related industry
- Strong Business Acumen, decision making, problem solving and superior negotiating skills
- Ability to develop business relationships and partnerships with a customer services orientation
- Ability to lead, motivate, coach and direct others with a track record of fostering a teamwork environment
- Strong communication and presentation skills, and confidence mediating and resolving conflict
- Proficiency in all Office Software, particularly Excel

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 **"Branch Manager – 210721."** This posting closes November 24th, 2021, at 5pm EDT.

Litherland & Co. is dedicated to fair and equal opportunities for all applicants. Candidates are selected upon the highest level of equity, diversity, and inclusion across the organization and throughout its hiring process. If you are selected for an interview and require accommodations, arrangements will be made for your convenience throughout the recruitment.