



# THOMPSONS

## POSITION VACANCY

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**JOB POSTING #: 19-02-007-35S-BRM-01**  
**POSTING TERM: FEB 5 – MAR 5, 2019**  
**POSITION: BRANCH MANAGER**  
**REPORTS TO: CORPORATE OPERATIONS MANAGER**  
**STATUS: FULL TIME**  
**LOCATION: NORWICH, ON**

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### **DUTIES & RESPONSIBILITIES:**

- Develop and maintain strong relationships with both current and new customers; educate and encourage utilization of total facilities & services; form value added customer partnerships to maximize joint profitability
- Provide a high level of customer service and support in accordance with stated commitment levels; collaborate with peers to ensure best business practices across all areas of the business.
- Responsible for Branch P&L inclusive of gross profit and expenses. Accountable for understanding, reviewing, and sharing financial statements to team members and using this data to drive improved decision making and ownership
- Maintain a healthy and productive working environment; recruit, coach and develop an empowered workforce
- Manage the Sales team and Operations Supervisor; develop and implement new ideas in sales and operations; continually challenge the status quo.
- Manage the Operations Supervisor; develop and implement new ideas in operations.
- Oversee and provide input into maintenance budgets, capital projects, maintenance programs; prepare and evaluate rates of return on proposed new projects
- Identify and implement continuous improvement of processes and policies in support of organizational goals; formulate and implement departmental and organizational policies and procedures to maximize output; monitor adherence to rules, regulations and procedures.
- Monitor, manage and improve the efficiency of all communication processes within the Branch. Work with head office and the department managers on a daily basis to ensure understanding and options for each area.
- Prepare, review and control operational budgets and develop effective strategies for the financial well-being of the branch and the Company.
- Create and execute a comprehensive annual plan in conjunction with the area managers.
- Work in conjunction with the Credit Department to monitor customer accounts and resolve issues when necessary.

### **SPECIAL JOB REQUIREMENTS:**

- Travel – Job will require some travel within Ontario 5-10%
- Overtime will be required during planting season, harvest, travel time to meetings and seminars, conferences and when deadline for projects have to be met.

### **QUALIFICATIONS REQUIRED:**

- Minimum 10 years' experience in an agricultural service business environment. Agricultural experience or specialized knowledge of grain and crop input products and grain handling considered an asset.
- Knowledge of inventory control, quality management, operating efficiency and budget management
- Minimum 7 years of supervisory experience; demonstrated Ability to effectively lead a team of diverse employees.
- Excellent interpersonal and communication skills with determination and drive to succeed.
- Solid problem solving, decision-making, time management and organizational skills; adaptable to changing priorities.
- Strong negotiation skills and ability to achieve conflict resolution with both internal and external customers.

### **TO APPLY:**

Please indicate both Job Posting # and position when sending your resume to [recruitment@thompsonslimited.com](mailto:recruitment@thompsonslimited.com). Your application must be received prior to 5:00 pm on the last day of posting term noted above.

**THOMPSONS LIMITED IS AN EQUAL OPPORTUNITY EMPLOYER**

If you require any accommodations please contact us.