



Branch Manager Opportunity

About Canadian Energy

In 1987, two brothers opened a battery shop in Lethbridge, Alberta. They discovered that battery manufacturers were supplying their customers but not supporting them, and they saw an opportunity for change. With the help of family and friends, they expanded across Western Canada, forming partnerships with distributors and installers. Today, we are operating as Canadian Energy, and are still growing. We operate 19 branches across Canada, and have 10,000+ distributors nationwide. We manufacture and distribute our own batteries, as well as offer private label manufacturing. We supply batteries to both consumers, as well as industrial accounts. We've continued to expand our product and service offerings, which include: the supply and support of renewable and stored energy systems, products, and services; batteries; mobile power solutions; and back-up power solutions.

Position Summary

Under the direction of the Director of Branch Operations, the Branch Manager is responsible for the local sales and operations of the Winnipeg branch, and ensuring that all key financial objectives are met. We are looking for an experienced manager with experience setting both short-term and long-term objectives for the Branch. The incumbent will ensure that Company and Branch objectives are achieved by guaranteeing all necessary resources are available and allocated correctly, and that processes and protocols are in place, properly communicated, and followed. The Branch Manager will be effective in the attraction, retention and coaching of talented employees, while providing the motivation for increased sales and customer service levels. A key element of this position is the ability to assemble and develop an effective team that will be directly responsible for all aspects of distributing, marketing, and selling Canadian Energy's products.

Key Responsibilities Include:

- HLS Build key business relationships with existing clients, while continually prospecting and selling to target markets.
- HLS Collaborate with product development, market research, advertising, public relations, and sales departments to develop integrated positioning strategies to ensure maximum brand exposure for the company.
- HLS Achieve established profit targets through growing revenue, controlling expenses, and managing margins.
- HLS Be familiar with all product lines and customer applications and regularly participate in product training and information sessions.
- HLS Responsible for complete, accurate and on-time reporting of key performance metrics established for the Branch.
- HLS Monitor and engage Branch resources to ensure the Branch has the people, equipment, and tools necessary to deliver on the operational plan and business strategy.
- HLS Manage branch hiring, training, and ongoing career development of new employees. Assess and implement staff training, performance review/improvement procedures and monitor CE employment policies in collaboration with Human Resources.
- HLS Maintain a positive work environment where team members are rewarded and recognized for going above and beyond to help the company or the customer.

Selection Criteria

- HLS Preferred 5-10 years of experience as a Branch Manager, or similar (P&L responsibility).
- HLS Preferred 5+ years of experience in a sales-heavy role.
- HLS Preferred bachelor's degree or equivalent education and experience.
- HLS Technical background, with experience in an industrial or commercial industry (such as automotive) is required.
- HLS Must be an energetic, self-motivated, and results-oriented individual.
- HLS Must be proficient with computers, specifically: MS Word, Excel, PowerPoint, e-mail and Adobe products.
- HLS Strong problem identification and problem resolution skills are required.
- HLS Ability to interpret and implement company policies and procedures.
- HLS Excellent interpersonal, communication, and relationship management skills
- HLS High level of integrity, confidentiality, and accountability.
- HLS Demonstrated knowledge of Canadian driving rules and regulations.

For more information or to apply, contact Morgan Sinclair quoting project #40112 at morgan@harrisleadership.com