

Corporate Credit Manager Opportunity

ABOUT ROBINSON

Founded in 1936, B. A. Robinson Co. Ltd. (ROBINSON) is a leading distributor of plumbing, heating, electrical and lighting products across a network of 33 branches with operations in five provinces. Family owned and operated, ROBINSON's success is attributed to longstanding principles and values including commitment to employees, exceptional customer service, and encouraging entrepreneurial spirit at all levels of the organization. These principles have contributed to Platinum status as one of Canada's Best Managed Companies. <https://www.barobinson.com/>

THE OPPORTUNITY

Reporting to the VP, Finance, The Corporate Credit Manager administers the daily credit and collection activities in a manner which is sales supportive, while minimizing credit risk. The ideal candidate will ensure adherence to corporate credit guidelines, while supporting the achievement of departmental, and company initiatives and goals, and develop positive, collaborative, working relationships with sales staff and other internal stakeholders. Based in the Winnipeg Support Office, the Corporate Credit Manager has five direct reports located in BC & Manitoba.

KEY RESPONSIBILITIES

- Lead and train the Credit/Accounts Receivable team.
- Review new credit account applications, assess credit risk, and approve or decline credit accounts in accordance with company policies and terms.
- Conduct credit investigations on existing customers to adjust credit limits based on customer requirements.
- Prepare reporting on balances and key metrics.
- Monitor monthly customer balances on medium to high-risk accounts and report on delinquent accounts as appropriate.
- Conduct collection activities while maintaining positive customer relationships.
- Prepare delinquent accounts for third-party collection, construction liens, and bad debt write-offs.
- Ensure corporate credit policies are followed.
- Participate in external credit information sharing groups and internal high-risk account reviews.
- Investigate and resolve customer disputes, working collaboratively with salespeople, management, and customers.
- Maintain close working relationships with Management and Sales teams to manage credit limits.

SELECTION CRITERIA

- 10+ years credit management experience at a senior level.
- Post secondary degree in Business, Finance, or related field; Certified Credit Professional (CCP) designation an asset.
- Demonstrated team building and leadership skills.
- Excellent financial and business acumen combined with an entrepreneurial mindset.
- In-depth knowledge of collection techniques and relevant legislation.
- Comfortable dealing with a diverse customer base and internal teams, and ability to foster long-term relationships.
- Strong problem solving, decision making and negotiating skills with solutions orientation.
- Strong leadership skills including an ability to inspire others, manage conflict, and mobilize teams.
- Proven ability to foster a collaborative and responsive work environment.
- Excellent verbal and written communications skills.
- Advanced computer skills and proficient with the use of technology.
- Construction industry experience preferred.

*To apply please send a resume and cover letter quoting project #24129 to
Chiamaka@harrisleadership.com*