

Branch Manager

- **Long-term irrigation specialist company**
- **Key leadership role**
- **Great Central Queensland location**

THE COMPANY

Our client is a leading retailer in a range of high-quality irrigation, pump systems, fertilisers, crop protection and farming equipment, they are the one-stop-shop for any farmer in the Bundaberg region of Central Queensland.

THE ROLE

The Branch Manager position will take ownership of the branch operations and drive sales, service and profitability. There are eight direct reports including sales, procurement, warehouse, and technicians. The Branch Manager will be responsible for all branch operations including sales, service, delivery, receiving, warehouse management, inventory controls & stock takes, paperwork processing, and maintaining all branch quality to company standards and legal requirements while adhering to established policies, procedures, practices, and regulations.

RESPONSIBILITIES

- Management of sales performance of the branch ensuring profitability & achievement of Sales targets
- Build and maintain positive customer & supplier relationships to strengthen loyalty and reputation
- Construct appropriate documents for/and lead monthly sales meetings for Sales staff and all relevant staff
- Instigate fortnightly management meetings with senior management
- Present a professional image through personal appearance and overall branch cleanliness
- Ensure compliance with all government regulations and company standards with emphasis on workplace health & safety

REQUIREMENTS

- Previous management experience
- Knowledge of the irrigation industry would be advantageous
- Strong focus on branch/business planning, strategic thinking, innovation, analytical, and communications skills
- Ability to run, plan and manage meetings and their relevant documentation for staff, clients, and suppliers
- Use of computer-based accounting systems
- Familiar with the use of Microsoft Office, especially Word, Excel, and PowerPoint
- Ability to forward plan for future growth
- Ability to produce and document budgets and forecasts for the branch

- Develop documentation processes for the meeting of goals and KPIs for performance management, in both developmental stages and on completion
- Ability to manage a dedicated team of people

LOCATION AND REMUNERATION

The role is located in Bundaberg in Central Queensland. A competitive remuneration package will be negotiated..

TO APPLY

Please apply for this role online (Seek or www.agri.com.au). For a confidential discussion on the role please call me on [0419012841](tel:0419012841) or email me at ray@agri.com.au Dr. Ray Johnson, Managing Director, Agricultural Appointments.