



Location Manager – Regina Area

JOIN THE SYNERGYAG TEAM!

Is Agriculture your passion? Do you believe in outstanding customer service? Are customer relationships important to you? If you answered yes to the above 3 questions, we want you!

THE ORGANIZATION

SynergyAG was founded in 2016 and is an independently owned crop input retailer with seven locations serving Western Canada. We are a young, fast-paced, growing company focused on bringing agronomic solutions to Canadian agriculture. We have a full complement of sales and agronomy staff to serve our growers.

THE OPPORTUNITY

Reporting to the Chief Operating Officer, the **Location Manager** is responsible for leading the retail agricultural crop input sales for a given location. This includes profitability, sales service to customers, leadership of site employees and general management of the facility.

KEY RESPONSIBILITIES

- Provide leadership of site employees (goal setting, coaching, performance management, hiring)
- Responsible for location safety requirements and compliance with SynergyAG corporate safety policies as well as AWSA, OH&S and provincial safety regulations.
- Develop and educate sales and support staff by delivering programs and/or seminars on profitability, proper use and level of sales support, financial and expense management. Hold sales staff accountable to the SynergyAG sales strategies.
- Review customer accounts to ensure payments are within the approved credit policy, keeping SynergyAG corporate office apprised of any deficiencies.
- Develop a sustainable five-year sales budget and growth plan to optimize revenue growth of company products, including establishment of sales revenue targets and definition of key markets.
- Report monthly financial data for the store location to corporate, including actual versus budget and the forecasting of monthly, quarterly, and annual revenue streams.
- Establish margin strategy for store location.
- Recommending resources required to improve the facility and/or business processes.
- Executing market strategy specific to the location, including social media and community outreach.
- Coach and guide team to develop customized sales strategies to improve market share of product lines.
- Construct sales strategies and marketing activities, working with seed, crop nutrient and protection suppliers.
- Manage inventory levels throughout the season, anticipating future needs or changes.
- Develop relationships with key farmers/decision makers in the local area.

REQUIREMENTS:

- Minimum five years of people leadership experience, with ability to motivate and lead a sales and support team.
- Minimum of ten years of experience in Western Canadian agricultural retail.
- An undergraduate degree in Agriculture is preferred. A degree in Commerce, or Business Administration would be an asset.
- Excellent interpersonal, team building and relationship building and management skills.
- Strong communication skills, both written and oral.
- Must possess a valid class 5 driver's license.

TYPE OF EMPLOY: This is a full time, salaried position.

COMPENSATION: An excellent compensation package awaits the successful candidate.

CLOSING DATE: August 7, 2020

Learn more about SynergyAG through our website (www.synergy.ag), Twitter or Facebook. If you would like to apply for this opportunity, forward your resume and three references to: accounting@synergy.ag.

Driving strength through diversity.

SynergyAG values diversity in our workforce and encourages applications from all qualified candidates.