

Branch Manager – Mining & Industrial Technology – Sudbury, Canada

Are you a team leader self-managed proactive customer focused?

Do you have branch management experience; sales, service and parts?

RCT is a global Smart Technology company with a long history in the mining and industrial sectors. We are a leading provider of Automation and Control solutions for all mobile equipment in the mining industry and have an extensive range of solutions spanning five sub-brands, all of which deliver our clients increased productivity, profitability and safety.

You can refer to our website at www.rct-global.com for further information on RCT.

The Branch Manager is a unique role that includes logistics, administration, operations and management with a primary focus on new business development and current customers.

The person we are looking for must have the ability, professionalism and focus to manage a team while maintaining an aggressive sales attitude towards new business and growing the branch.

Key responsibilities:

- Provide guidance, direction and mentoring of the team, ensuring everyone is working effectively towards company goals and the success of the branch
- Maintaining and growing the business
- Strategic and future management planning
- Establish and grow relationships with existing customers, start relationships with new customers and appropriate partners
- Manage branch activities within budgeted cost parameters
- Maintain a revenue forecast to meet targeted sales
- Representing the company to the local and industry community
- Research market to identify business opportunities
- Ensuring customer satisfaction is maintained
- Other duties as directed

Required skills and qualifications:

Qualified candidates for this role will possess a College/University Diploma in Business, Management or related fields with a minimum of 5 years' experience as a Branch Manager.

Other required skills include:

- High level of communication skills including the ability to liaise and negotiate effectively
- Strong business development capabilities
- Proven track record in delivering results and achieving sustainable growth
- Industry experience and up-to-date knowledge of relevant trends
- Ability to develop, manage and maintain internal and external relationships
- Advanced computer and business system skills
- Medically fit to visit mines
- Ability to travel regionally and internationally
- Ability to converse accurately in English & French would be an advantage
- Must be authorised to work in Canada

This is a hands-on self-managed role that would suit someone who has a passion leading teams, enjoys growing a business and thrives in a busy and challenging environment.

A salary package & benefits will be set to engage the right person.

Applications close July 19th 2019.

To apply forward your resume by email to: hr@rct-global.com