



B.G.E. SERVICE & SUPPLY LTD.

District General Manager - Prairies

B.G.E. Service & Supply Ltd. provides quality filtration solutions for people, places, and processes. To further our growth and success, we are looking for a proven leader to work alongside our **Edmonton, Saskatoon, and Winnipeg teams** in the role of **District General Manager - Prairies**. Our ideal candidate for this role will encompass and live our core values of: **Together We Are Better, Whatever it Takes, and Be the Experts.**

Based out of the Edmonton branch, the District General Manager will oversee our Edmonton, Saskatoon and Winnipeg branches. This role is a general management position, key to the overall strategic execution and management of B.G.E. and it's Eastern District. The District General Manager will develop and lead high-performance teams that can deliver products and value-added services to our customers at the highest possible standard, consistent with B.G.E.'s strategy, policy, and standard work. The District General Manager will ensure that all staff in the district are supported and supervised effectively, that district and branch KPIs are being met on a consistent basis (both financial and operational), and that B.G.E. is positively and effectively promoted both internally and externally throughout the district.

Responsibilities:

Strategy & Planning

- Working with the V.P. of Sales & Marketing, our marketing team, and your district sales team, develop your district's business plan including annual budget and sales plan.
- Participate in and contribute to the development of overall corporate strategy.

Execution

- Execute your district's strategies and business plan. Regularly monitor your district's budget and KPIs (both financial and operational) and take corrective action where needed.
- Work with BGE's marketing team to plan and execute effective marketing and business development programs that support your district's sales team and strengthen our brand in your district.
- Understand and monitor the local business environment in your districts' markets (competition, regulatory, business trends) and use that intelligence to adapt marketing and sales strategies.
- Meet regularly with key customers to confirm B.G.E. is meeting/exceeding expectations, discuss evolving needs, and help improve overall customer experience.



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- Deliver effective customer relationship and customer service programs to ensure a high level of customer satisfaction and retention in your district.
- Provide expertise, leadership, and guidance to resolve any customer or internal issues quickly and effectively.

Technical Knowledge / Abilities

- With a technical aptitude, an appetite for continuous learning, and a deep understanding of our products and value-added services, create an environment where your district provides indoor air quality expertise for our customers and our internal team members.

Leadership & Management

- Hire, coach, and lead a high-performing team that can consistently meet the evolving needs of our customers and exceed financial and operational goals.
- Coach, mentor, and actively work with your district's sales manager and sales team members to exceed annual sales and margin targets.
- Coach, mentor, and actively work with your other operational managers and team leads to deliver products and services that meet and exceed our customers' expectations.
- Maintain positive staff relations and a strong team environment in your district.

Continuous Improvement

- Working with your team of managers, as well as the corporate operations and continuous improvement teams, to drive operational excellence in your district's locations through continuous improvement, safety, and strong communication.

Safety

- Maintain a safe and healthy work environment by establishing, following, and enforcing safe standards and procedures.
- Comply with legal regulations and ensure your team is trained to safely perform their work.



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Other

- In conjunction with established operating expense budgets, and working with applicable team members, you will build relationships, create RFP's, and negotiate agreements with service providers and contractors in the district.

Qualifications/Experience:

- Minimum 10 years of progressive corporate experience.
- Minimum 5 years management experience.
- Prior P&L (profit & loss) responsibility of a business unit/branch/location/division.
- Proven skills in effective operational and capital cost management.
- Minimum 5 years' experience, managing, and/or supporting industrial or commercial outside sales.
- Superior leadership, business acumen and financial skills and the ability to coach others.
- Outstanding communication and interpersonal skills.
- Strong organizational and problem-solving skills, effective conflict resolution and time management skills.
- Must possess a valid class 5 driver's license and provincial driver's abstract.
- Ability to travel on a regular basis (mostly Western Canada, occasionally USA).

Please submit your application to careers@thefiltershop.com.

B.G.E. Service & Supply Ltd. hires on the basis of merit and is committed to employment equity. We encourage all qualified persons to apply.

We would like to thank all applicants for their interest in this position; however, only those selected for interviews will be contacted.