

Are you looking for an opportunity to Lead a Team of Retail Bulk Petroleum and Propane Professionals in growing market share with in and around the communities supported by AGRIS Co-operative?

AGRIS Co-operative Ltd. has a Leadership opportunity for an **Energy Manager** to join our AGRIS Team. As the **Energy Manager**, you will plan, implement, and manage energy growth to ensure AGRIS Co-operative Ltd. attains predetermined objectives in both wholesale and retail sales volume, gross margin, expense control, net contribution and R.O.A.M. AGRIS distributes petroleum products to farm consumers, home heat accounts, retail gasoline outlets and to other consumers in commercial and institutional markets. The objective of this position is to provide Leadership for employees, operational effectiveness marketing programs, sales, customer experience delivery and services for AGRIS.

What will you be responsible for:

- Provide and promote an exceptional customer experience at every interaction
- Leadership and understanding of overall Energy branch operations, administrative functions, as well as the branch and individual sales targets across the AGRIS market.
- Provides leadership for recruitment, development and engagement of Energy employees to ensure the achievement of the business plan ensures objectives are met by the Energy staff, monitors results to plan, and actions as required.
- Conducts an ongoing business analysis; determines the strategic direction for AGRIS's Energy business
- Analyzes market conditions and reviews AGRIS Co-operative objectives and programs; develops marketing programs appropriate for the local market.
- Develops a viable detailed unit-based business plan for every petroleum truck.

The plan shall include items such as:

- a. Return on Assets Managed (ROAM)
- b. Retail and Wholesale Sales Unit Volume
- c. Rationalization and Least Cost Distribution
- d. Retail and Wholesale Gross Margins
- e. Marketing and Sales Programs
- f. Staff Training & Development
- g. Develops cost effective marketing, merchandising, sales, including a continuous plan for market analysis and for realistic sales goals for the Co-op's Energy business.
- h. Ensure objectives and implementation action plans are established with each Energy team member.

- Ensures adherence to AGRIS's Energy policies regarding pricing and equipment service; provides contribution regarding modification and changes to these actions
- Monitors Energy business unit, performance versus plan, and initiates appropriate corrective actions as necessary.
- Provides leadership in the selection, training and development of Energy staff; attends meetings, and participates as required to build the AGRIS Co-operative team.
- Ensures compliance with all corporate policies, particularly in the area of legal, employment or safety requirements; provides leadership and communication with retail personnel.
- Researches, recommends and implements marketing programs for new products, eg. Ethanol Plus, and Diesel additives.
- Prepares annual business and capital plans for the business unit

Requirements for this Job:

- 5 to 7 years experience leading Energy retail and wholesale business operations, sales, customer experience, marketing and employee engagement or equivalent experience
- University and or college degree in Business Management, Logistics Management, or related field required.
- Maintain a Valid Drivers License
- Travel as required

If you are interested in furthering your Leadership Career as part of an industry leader, developing innovative solutions and enhancing the profitability of our members, we want to meet with you!

About AGRIS Co-operative Ltd.

AGRIS Co-operative Ltd. is a dynamic and successful farmer owned Co-operative that prides itself on providing quality Energy, agronomic and grain marketing solutions for our customer/owners. We are a leader in precision farming technology, seed, and agronomy and Energy services.

AGRIS Co-operative Ltd. is a 100 per-cent farmer-owned grain marketing and farm-input supply company that serves more than 1,000 farmer owners in 14 locations in Essex, Kent, Elgin, Middlesex and Lambton Counties.

The co-operative is a partner of Great Lakes Grain, a grain merchandising company. AGRIS Co-operative is a member-owner of GROWMARK, Inc. and markets products and services under the FS banner.

We have branches located in Brigden, Chatham, Cottam, Dutton, Glencoe, Leamington, McGregor, Muirkirk, Rochester, Stoney Point, Thamesford, Thamesville, Tupperville and Wheatley

Please forward your resume in confidence by August 21, 2018 to:

humanresources@agris.coop

AGRIS Co-operative Ltd. is an equal opportunity employer. We thank all those who apply however only applicants selected for an interview will be notified.