



About the Opportunity

Established in 1975, ELRUS Aggregate Systems has developed into a significant North American supplier of mobile aggregate equipment. Reporting to the National Operations Manager and based in Mission, British Columbia, the Branch Lead will direct the operations of the branch by setting objectives and monitoring and controlling the overall performance of the service and parts teams. The successful candidate will achieve results through providing exceptional customer experience and acting on opportunities promptly as well as through developing team members in reaching their potential. The Branch Lead will lead a team of 6 direct reports.

Key Accountabilities:

- › Responsible for setting sales and business development goals both in collaboration with the corporate team and implementing these goals by leading the Branch to ensure continuous revenue and profit growth.
- › Calling on customers with outside Product Support Representatives.
- › Actively participate in corporate activities as they relate to equipment and parts sales (sales meetings, conference calls, and other activities).
- › Maintain a positive relationship with manufacturers' representatives.
- › Provide an exceptional employee and customer service experience (THE ELRUS WAY).
- › Ensure efficient site setups and commissioning are organized and seamlessly executed.
- › Ensure rental equipment leaves the branch in operational condition and once returned, are inspected and processed according to company expectations.
- › Select and negotiate with Branch suppliers and ensure an accurate and up-to-date inventory control system.
- › Maintain and create business systems for efficient branch operations, including policy and procedures.
- › Lead the people operations for the branch, included but not limited to, developing the team in areas of staffing, onboarding, and managing performance.
- › Analyze financial reports and use them effectively to manage the Branch and its profitability goals.
- › Ensure the proper Health and Safety processes and applicable training are in place to create a safe work environment.

Deliverables for the first 6-12 months.

- › Learn and understand the market.
- › Coach and develop the team.
- › Gain a good working knowledge of crushing and screening.

Education/Experience/Competencies

- › A leader with a focus on developing and coaching a team to success.
- › Exceptional customer service experience and the ability to build solid relationships with all customers.
- › A forward thinker who is focused on providing the best solutions to customers for their needs.
- › An understanding of financial principles related to parts operations.
- › Minimum of 5-7 years of parts management or service management in this or a related industry.
- › Journeyman Parts Certificate (or equivalent years of trade experience and or service management).
- › Proficient in Microsoft Office products and CRM tools.

All interested candidates are welcome to submit their cover letter and resume to clientcareers@talenterainc.com

While we appreciate all applications we receive, we advise that only candidates under consideration will be contacted.