

Operations Manager

Collicutt Energy Services Corp, a leader in the power generation and natural gas industry, is currently seeking a Business Development Manager for our Red Deer Head Office location to join our growing team. We are looking for someone who is ready for the opportunity to build customer relationships in the area and be responsible for the overall operations of parts and service within the Canadian operations.

The successful candidate will be responsible for:

Business Development

- Responsible for the overall operations of parts and service within the Canadian operations.
- Ensure supply chain management is effective and efficient across companies. Consolidate buying power and vendor selection based on price, quality and timeliness.
- Assist in developing corporate strategy and organizational objectives
- Provide recommendations and assistance to the President and senior management team in the planning, implementation and evaluation of modifications to existing operations, systems and procedures
- Advise the President on strategic business development and key corporate planning issues that relate and impact the operations of the company
- Create key performance indicators, operational performance standards, operational processes and standard operating procedures to ensure customer expectations are met and exceeded
- Continually be up-to-date with trends in the power generation, fracturing, drilling & gas compression industry and establish collaborative and productive working relationships with potential partners within the industry
- Monitor departmental performance against performance goals to ensure progress is being made and corrective action, if necessary, is taken
- Clearly articulate and implement a clear vision of operations management excellence based upon the highest level of safety, personal accountability and peak performance
- Implement improved processes and management methods to generate higher corporate profitability and workflow optimization; provide leadership for optimization of company facilities and equipment; lean thinking
- Ensure team is working efficiently, effectively and quality is held to a very high standard.
- Hold direct team members accountable to objectives and ensure there is accountability throughout the entire department.
- Manage sales team responsible for driving business within parts and service. Ensure each member of the sales team has a clear and articulate sales plan and is accountable to achieving those results.
- Work closely with Human Resources regarding any employee concerns or potential issues, “sensitive” matters, and disciplinary measures or terminations
- Participate in formulating and administering company policies and developing long range goals and objectives. This includes the direction, focus and visualization of activities in responsible departments to further the overall progressive goals and objectives and monitor their progress
- Accountable to ensure products meet or exceed client quality standards and required delivery schedules are met within budget.
- Work with the Manufacturing team to create and implement a smooth transition from Manufacturing to Service for commissioning and further servicing manufactured product
- Oversee special projects as assigned, including but not limited to: technical function of new projects, financial benefits, risk analysis, customer relations, bidding, quality assurance and control, and acquisitions

Client Relations

- Quick response to, and resolution of, client needs and concerns, and timely feedback on technical proposals and job status
- Optimization of client satisfaction/loyalty through improved operations
- Make sales calls with Sales reps to obtain potential clients, as well as visiting current clients to promote new business
- Maintain relationships with both internal and external customers

- Ensure that, as the company grows, parts & service capabilities meet or exceed all industry and customer requirements for cost, quality and responsiveness

Leadership

- Evaluate the performance of direct reports and provide coaching and mentorship to improve employee performance
- Lead managers to evaluate and take actions that are consistent with the company's overall strategy and aligns with Collicutt's Core Values
- Maintain good employee relationships and invest in the development of employee skills, knowledge and change readiness
- Develop a succession plan by forecasting future company requirements for personnel

Financial

- Examine budget variances, resolve the negative variances and investigate positive variances for future benefit; as well as monitor the yearly and operating budgets, provide updated forecasts as required and develop sales strategies
- Develop, forecast and manage budgeting and budget execution with a focus on product costs and margins
- As a member of the management team, review, interpret and provide financial and operations reporting
- Work with other department managers to review and develop policies, develop goals and action plans, and develop yearly capital and operating budgets for the following year
- Set mutually agreed upon financial goals and review monthly/quarterly/annually
- Other duties as assigned

The position requires:

- 10+ years of progressive operational and managerial experience
- Mechanical background and aptitude are an asset
- Experience managing a business unit with a focus on operational activities and profitability
- Able to lead and mentor staff to achieve significant results
- Able to influence, negotiate and gain commitment at all organizational levels
- Possess high professional ethics, good judgment and ability to take decisive action
- Excellent interpersonal and communication skills, both oral and written
- High level of initiative, self-motivation, strong analytical and decision making skills
- Able to lead by example and motivate others, yet think independently and remain objective
- Strong understanding of industry regulations, standards, and recommended practices as they pertain to our business
- Effective time management, including the ability to anticipate and deal with the effects of change
- Above average organizational, technological and communication skills
- Demonstrated experience in leadership, creativity, strategic thinking, and fostering cooperation and teamwork
- Excellent problem solving skills to include root cause analysis, course of action development, recurrence prevention, and follow-up
- Proven track record in the management of company operations, with extensive experience in finance, safety, and quality assurance
- Available for, and legally able to, travel internationally
- Commitment to Collicutt Core Purpose and Core Values

This is an excellent opportunity to join a dynamic and growing organization. The potential for success with our expanding, progressive, privately owned business is unlimited. We recognize our team members as individuals, and consider mutual RESPECT to be the key to building a cohesive, productive Team.

If you are interested in this exciting opportunity that offers endless learning opportunities, a safety first philosophy, mutual commitment, fun, and community involvement, then don't wait any longer! Come be part of our FAMILY.

Please submit your resume to Stacey Dawson in Microsoft Word format, along with your salary expectation, and availability date by responding to this ad.

No One Gets Hurt ~ We Are Like a Family ~ Do What's Right ~ Do What You Say ~

~ It's Fun to Win ~ Finding a Better Way

