

General Manager, Aurivo Marts

Aurivo House, Finisklin Business Park, Sligo

Aurivo Co-op is a large multi-purpose Co-operative engaged in a wide range of activities including dairy processing, liquid milk distribution, animal feed milling, retail stores, e-commerce, garden centres, livestock marketing and sports nutrition. In Aurivo our values define how we operate, employing over 600 people directly and providing employment for many others in wide range of activities including transport & distribution.

Aurivo has its headquarters in Sligo based in the Northwest of Ireland with operations across a multitude of sites including two dairy processing plants, one animal feed mill, 34 Homeland stores, four livestock marts and offices based in London, United Kingdom.

Opportunity

We are seeking to recruit a General Manager for our well-established Marts Division due to the upcoming retirement of the incumbent. Reporting directly to the Chief Executive Office, the successful candidate will lead and drive this Business Unit and will have full responsibility for the strategy and operations of all four livestock marts located at Balla, Ballinrobe, Ballymote and Mohill.

A key requirement will be to maintain and build strong and effective relationships with all stakeholders and customers while leading a motivated and focussed team. As a key member of Aurivo's Senior Executive Team, the appointee will be expected to make a significant contribution to the overall strategic management and direction of the business.

This role is a full-time permanent role based in the West of Ireland and represents an excellent opportunity for an ambitious candidate to progress and develop within one of Ireland's leading multi discipline Co-operatives.

Key Responsibilities

- Responsible for leading and directing a diverse Marts team – this will include all performance reviews, regular team meetings and ensuring all training and development needs are met.
- Supporting the Chief Executive Officer in all aspects of running the business.
- Ensuring Health and Safety is front and central and all sites are best in class.
- A strong strategic contributor and member of the Executive team attending all weekly meetings.
- Reporting to the Aurivo Board and attend monthly Board Meetings and managing and co-ordinating Marts Sub Committee Meetings.
- Driving and supporting the business to deliver on its targets.
- Making a valued contribution around commercial and operational decision making.
- Responsible developing and driving budget process for marts and developing long term strategic plans.

- Control and management of all credit related issues.
- Ongoing identification of efficiencies with business unit colleagues.
- Work closely with the different operational stakeholders on projects, business support and including IT and Technology.

Candidate Profile

Professional:

- Previous management experience from the livestock mart/Agri sector a distinct advantage, but not essential.
- Hands on management style with proven capability of leading and motivating a team of full time and part time team members.
- High level of commercial awareness.
- Ambitious and highly organised. Can demonstrate clearly where you have added value to a business.
- Have a strategic mind-set and can show how you have applied this in your career to date.
- Experience in the management of change and continuous improvement is essential as are strong leadership and teambuilding skills.
- Ability to analyse accounting and financial data and make informed strategic business decisions
- Strong knowledge of Agri / livestock matters

Personal:

- A Leader with a driven personality.
- Strong team ethic.
- Ability to lead and inspire others.
- Credible and confident.
- Innovative mindset, with high attention to detail
- Ability to live and deliver on Aurivo's values of Trust, Team, Will to Win and Value.

Application Process

The company reserves the right to select a shortlist from the applications received
Please forward updated CV to marilyn.phillips@aurivo.ie before **12th June 2020**.