

Mart Manager Balla, Aurivo Marts

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 commercially focused Mart Manager for our well-established Balla Mart. Reporting directly to the Marts General Manager, the successful candidate will oversee all aspects of operations at the mart, and will further drive its current market position as one of the leading livestock centres in the country.

Balla Mart first opened in 1972 and became part of the Aurivo Group in 1990. It is the number one mart within the Group. Aurivo Mart, Balla has a throughput of 45,000/50,000 cattle annually.

A key requirement will be to maintain and build strong and effective relationships with all stakeholders and customers, while leading a diverse team of full time and part time employees.

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 ensuring the successful trading of livestock at Balla Mart and positive experience for all customers including environment for livestock.

- Responsible for leading and directing all direct reports including Marts Managers – this will include all performance reviews, regular team meetings and ensuring all training and development needs are met.
- Drive business growth through effective marketing and ensuring strong competition for livestock and online promotion in line with Aurivo guidelines and looking alternative ways of facilitating sales through use of technology.
- Keeping abreast of macro environmental latest industry developments to assess implications for Balla Mart and make any necessary recommendations for change to ensure Balla Mart remains relevant and competitive
- Ensuring best in class site upkeep and maintenance and focus creating an efficient operation lean culture through ongoing identification of efficiencies and continuous improvement initiatives

- Identifying efficiencies and continuous improvement initiatives.
- Maintain and ensure a strong Health and Safety culture is maintained and continually review and update practices and procedures in line with health and safety legislation and company Aurivo policies.
- Supporting the General Manager in all aspects of running the business.
- Compiling reports on business performance.
- Preparation of CAPEX capital expenditure proposals for projects as needed
- Driving and supporting the business deliver on its targets
- Management of all credit related issues and ensure highly efficient administration is maintained to avoid delay.
- Work closely with the different operational stakeholders on projects, business support and including in particular IT and Technology.
- 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:

- Hands on management experience working within a mart or associated business is desirable, but not essential.
- Flexible and adaptable and ability to work in every area of the Mart.
- Thorough knowledge and understanding of the livestock and the/ agricultural industry.
- Good knowledge of employee relations and health and safety legislation.
- Experience of Lean Six Sigma desirable.

Personal:

- Strong customer focus and excellent interpersonal skills.
- Strong team ethic.
- Ability to lead and inspire others.
- Innovative mindset.
- High attention to detail.
- Ability to live and deliver on Aurivo's values drive culture and lead by example in line with the Aurivo 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**.