

## POSITION PROPANE AREA MANAGER

**PROFILE** *Federated Co-operatives Limited (FCL) is a diverse business operating in the agriculture, food, energy and home and building sectors. Based in Saskatoon, Sask., FCL is owned by independent retail co-operatives from across Western Canada that are committed to local investment, community mindedness and lifetime membership benefits. FCL is involved in wholesaling and manufacturing, including refined fuels and lubricants. It also provides administrative and marketing support to its member-owners. FCL is one of Saskatchewan's top employers and Canada's greenest employers. For more information, visit [www.fcl.crs](http://www.fcl.crs).*

*The Co-operative Retailing System is a network composed of Federated Co-operatives Limited (FCL) and over 200 independent retail co-operatives that help build, feed and fuel individuals and communities in Western Canada. From Vancouver Island to northwestern Ontario and into the Arctic, retail co-ops serve 1.8 million active members and many more customers at 2,500 locations. FCL centrally supplies and supports these retail co-ops. By working together under the CO-OP® brand, we are all committed to local investment, community mindedness and lifetime membership benefits. For more information, visit [www.coopconnection.ca](http://www.coopconnection.ca).*

**POSITION SUMMARY** FCL invites applications for the position of **Propane Area Manager** located in Edmonton (North Alta), Alberta.

The Propane Area Manager is responsible to manage and lead the Propane Region made up of a multi branch structure. Operations are divided into two distinct areas, Sales and Service, with direct line supervisors responsible for day to day supervision of each of these areas. Due to multi branch locations, strong, effective and visible leadership for the sales and service management team is necessary to keep everyone focused and on track with department objectives. The incumbent will oversee the performance management and development of the team. They will define region goals and specify requirements in meeting these objectives to the Operations Manager. They will ensure all marketing strategies designed to foster growth and support the Co-op Brand are implemented consistently and results are tracked and reported back to Home Office. They will monitor operational results to ensure monthly and annual budget targets are achieved for sales, margins and expenses.

**RESPONSIBILITIES** Reporting to the Propane Operations Manager, responsibilities for this position include the following:

1. Communicate the direction of operations, safety, and sales to region Sales and Service Supervisors and team members in the Edmonton and Grassland branches.
2. Work with Region Retail Co-ops to identify and capitalize on propane sales opportunities in Northern Alberta.
3. Provide input for the region budget based on input from supervisors and past performance.
4. Empower and equip supervisors with the necessary tools to complete the day to day operation functions within the department.
5. Advise supervisors of changes in dept. standards and implement them as needed.
6. Ensure the region is adhering to all industry regulations and safety requirements pertaining to the propane department.
7. Monitor market trends and changes in the propane industry on a continual basis, anticipate any possible impact they may have on the business and share significant findings with the Home Office Operations Manager and report necessary changes to region supervisors.
8. Work closely with product and equipment suppliers to ensure a solid working relationship.
9. Analyze region results and prepare YTD reports on a monthly basis for the Home Office Operations Manager and review with supervisors.
10. Other duties as assigned.

**REQUIREMENTS** The successful candidate will have a University degree in Business or Commerce with a preference for Marketing major and 5 to 7 years management experience in Energy Service Industry. Safety Management Certificate & or Gasfitters License is an asset.

*\*A COMBINATION OF RELEVANT EDUCATION AND EXPERIENCE MAY BE CONSIDERED.*

FCL offers a competitive salary, ongoing personal and professional development, and the opportunity to work with one of western Canada's most successful organizations.

# Career Opportunity



You're at home here.

**DEADLINE** Please submit a detailed resume in confidence on or before **November 10, 2016**

**TO APPLY** Submit your resume to [careers@fcl.ca](mailto:careers@fcl.ca). Please indicate position applied for in "Subject" line.

Talent Acquisition Specialist,  
Federated Co-operatives Limited  
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[www.fcl.ca](http://www.fcl.ca)



WE THANK ALL CANDIDATES FOR THEIR INTEREST, HOWEVER,  
ONLY THOSE SELECTED TO CONTINUE IN THE SELECTION PROCESS WILL BE CONTACTED.

*Join Our Team!*

To express interest in this opportunity, please email the Manager in the Region you'd prefer to work in: