

# BRANCH MANAGER

Based Thomastown, Victoria



- Lead significant growth
- Open door, friendly and inclusive
- Iconic Australian family owned company

We are looking for the right person to manage our new Thomastown team – join us and become a valued leader at one of the strongest, independent building suppliers in Australia!

## ABOUT US

We're a progressive, family-owned business which supports our people and customers to thrive. The Dahlsens group includes Dahlsens, Cairns Hardware and Nortruss, and operates from 60 trade stores and manufacturing sites across Australia. The national team of over 1000 experts, many having been with us for decades, take great pride in providing unmatched service and know-how to builders, supplying a wide range of sourced building materials and truss and frame manufactured in our own plants. After 144-years in the trade, we confidently offer more value to our customers than ever before. We will continue to invest in our people, partners and communities to make a positive and sustainable contribution to Australian businesses and the lives of many.

## ABOUT THE ROLE

The new branch you'll launch and grow is in Thomastown, soon to service the north of Melbourne where the market is screaming for reliable building supply. You will bring your great people skills and commercial acumen to join our first class team of branch managers who are highly rated and valued as the leaders of our business. You will build on our already strong reputation!

You will:

- Manage day to day site operations
- Coach, train and lead all of your team members
- Manage branch performance, including the delivery of quality product, merchandising, customer service, sales and profit
- Oversee stock inventory, monthly P&L reporting and annual forecasting
- Liaise with and support account managers to service customer needs
- Ensure compliance with all procedures, with a strong safety focus
- Empower, motivate and upskill an experienced team (some of which are coming from other sites)
- Ensure delivery times are met to client sites
- Make a significant contribution to the overall business

## ABOUT YOU

You will ideally have a timber, building, construction, project management, trade supplies or trade sales management background and proven experience of leadership of a team of 15 + people.

- You have a passion for sales, customer service and success, and profitability
- You have a strong operational background and understand the residential construction process or residential construction supply chain process
- You are a resourceful individual, who is able to solve problems using your own initiative
- You have excellent negotiation and influencing skills, and are commercially astute
- You have experience with logistics and distribution processes
- You thrive in an environment of tight deadlines
- You lead your teams to achieve clear outcomes by providing opportunities in a rewarding environment
- You are willing to represent Dahlsens in your local community, and make the time to see local customers and trades on site in order to maintain existing and develop new business relationships
- You enjoy working in a team environment

## The benefits

Enjoy a great career and have your efforts rewarded in a growing company.

- Industry-leading strength of a national and growing network
- Trust and autonomy in your role
- Backing from a support team of experts
- Family business values (we all love our paid birthday day off!)
- Competitive negotiable base salary + fully maintained vehicle + super
- Monday to Friday roster

**Are you interested in joining a supportive, flexible and family friendly business? We look forward to hearing from you.**

We are exclusively partnering with Frontline Construction on this position. Please forward a cover letter and resume, or contact the team on 0449878488 or [amcnamara@frontlinerecruitmentgroup.com](mailto:amcnamara@frontlinerecruitmentgroup.com)

**We place significant emphasis on safety, customer service and a positive working culture. It is essential that you can work within our Company Values:**

- Take Responsibility
- Everyone Contributes
- Grow Together

We are an equal opportunity employer with a zero tolerance to drugs and alcohol in the workplace. We conduct regular random workplace testing. Only applicants with the right to work in Australia will be considered for this position.