



# E.B. Horsman & Son

*The Electrical Distributor of Choice!*

## About the team:

E.B. Horsman & Son (EBH) has been in business since 1900. We are strong, nimble and growing! EBH is proud to be a successful Western Canadian electrical distributor with 20+ locations throughout BC, Alberta, and Saskatchewan, and we are consistently recognized as one of Canada's Best Managed companies. We take pride in attracting and retaining excellent people with our strong culture, engaging work, growth opportunities and competitive rewards package. Are you ready to join the EBH Team?

## We are looking for our next Branch Manager for our Victoria location!

## About the role:

As the Branch Manager, you will be an entrepreneurial person who exhibits strong leadership and communication skills. Core values of Collaboration, Teamwork and Initiative are vital to the success of this role. You will lead, mentor, and oversee all branch activities including branch staffing and delegating duties as necessary to accomplish organizational strategic goals. You will work closely with other corporate, district and technical managers to ensure the efficiency and effectiveness of all branch operations.

## Work Location:

816 Cloverdale Ave, Victoria, BC V8X 2S8

Successful candidate located outside of the Vancouver Island region may be eligible for relocation expense.

## What you're great at:

- **You are leading operational excellence.** Oversee branch operations and activities and involved in strategic branch/region planning, managing people, selling, leveraging technology and is often creating or improving processes to achieve business objectives.



Platinum member

Thank you for supporting a Western Canadian Independently Owned business established in 1900.

info@ebhorsman.com | 888.HORSMAN | ebhorsman.com





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- **You are a natural born leader.** You will be the driving force in mentoring and empowering your team. This will include working with the branch teams in hiring, performance management, goal setting and succession planning.
- **You are a great collaborator.** Work closely with Corporate Managers, Sales Directors, Branch leadership, branch staff and HR to develop strategies to maintain or increase customer satisfaction and loyalty. Assist with sales calls or other business-building presentations as necessary. Makes timely decisions or recommendations to resolve escalated customer issues.
- **You are a strategic planner.** Analyze daily, weekly and monthly reports to ensure action or appropriate branch Key Performance Indicators such as gross profit & sales margins. Prepare or oversee branch reports such as yearly budgeting or other operational reports as required.
- **You are proudly representing our culture.** EB Horsman & Son has a longstanding history of “Helping Communities Thrive” and you will play an integral role in this giving back culture. You will be a cultural ambassador to driving our corporate strategic initiatives forward

## Who you are:

- Bachelor’s Degree in a relevant field and/or equivalent combination of education and experience will be considered
- 10+ years of experience in the electrical industry and/or similar industry
- 5+ years of progressive management experience
- Proven ability to form strategic partnerships, build relationships and respect cultural diversity



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- Ability to be inclusive, collaborative and respectful
- You must have worked in a previous Outside Sales role
- Valid driver's license and drive your own vehicle, as travel will be required

**Our Core Values: Celebrating the Past, Empowering the Future** Teamwork & Collaboration | Integrity | Commitment | Reliability | Initiative | Continuous Improvement

### Take Your Next Step With EBH

If you believe your skill set matches the above description and are an enthusiastic, innovative, passionate and energetic individual we would like to hear from you. Please visit our website to apply for this posting [www.ebhorsman.com/careers](http://www.ebhorsman.com/careers) or click "Apply" on this posting.

### Our Commitment to Diversity, Equity & Inclusion

E.B Horsman & Son is a proud equal opportunities employer and we are committed to creating a respectful, inclusive and barrier-free workplace that allows all of our people to reach their full potential. A diverse workforce is a key to our success and we believe in bringing your whole self to work. We welcome all qualified candidates to apply and hope you will choose E.B. Horsman & Son as your employer of choice.

*We thank all interested applicants. However, we are only able to work with those who live in Canada and have permanent working status. Please note that only those chosen for an interview will be contacted.*



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