

Position Description:

Position title: National Parts Manager

Reports to: Chief Executive Officer

Location: Morrinsville

Dimensions: Direct Reports: 5-8
Financial Authority: As per Power Farming Matrix

Purpose: Lead, grow and manage the Power Farming Parts team and departmental performance, including full responsibility for the company's parts growth strategy and the departments P&L. This role will have a significant input into strategic planning, company culture, team member development, business development, client management, and team management.

Accountabilities:

Strategy and Business Development

- Creating a team environment where the National Parts team is motived and co-ordinated in being a leading parts wholesale service provider in the rural and construction sectors.
- Identify "add value" opportunities that result in business growth.
- Develop these opportunities and plan to enable, including analysing from a strategic and financial perspective.

Operational Management

- Implement all effective operational and administrational developments that support parts sales growth.
- Prepare the annual business plan and budget in conjunction with Management team.
- Management of backorder and service Level performance to our customers, implementing correction action where necessary.
- Utilising evolving I.T. technologies, identify and implement all available operational efficiencies.

Relationship Management

- Develop and maintain strong effective strategic relationships with key stakeholders including the retail team, wholesale team, clients and suppliers.

Team leadership

- Build an excellent team culture in line with Power Farming Values and lead by example. Cultivate high levels of staff engagement by creating a challenging, stimulating, exciting and safe work environment which encourages optimal individual and team performance.
- Monitor team performance against budget and develop strategies to ensure bottom line projects are met and potentially exceeded.
- Ensure the day-to-day operations of the National Parts team are effectively and efficiently coordinated, implemented and conducted within Power Farming's framework, polices and processes.
- Lead Health, Safety and Wellbeing across the National Wholesale Parts team.
- Comply with Power Farming's quality, environmental and health and safety procedures to proactively develop a culture of, continuous quality improvement and the provision of a healthy and safe workplace, ensuring that all practical steps are taken to meet current Worksafe NZ requirements.
- Provide professional and ethical behaviour in your actions ensuring compliance with legislation and industry standards.
- Ensure you are familiar with and comply with all organisational policies and procedures.

The above statements are intended to describe the general nature and level of work being performed. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of the position and the incumbent

Key relations:

- Senior Management
- Team members
- Power Farming Sales Team
- End users (Customers)
- Key Supplier Contacts
- PFG USA and Australia Team

Person Specification:

	Essential:	Desirable:
Skills and knowledge:	<ul style="list-style-type: none"> • Team Management of people and the employment lifecycle • Parts business management Experience • Knowledge of the Ag and Construction industries 	<ul style="list-style-type: none"> •
Qualifications required:	<ul style="list-style-type: none"> • A relevant tertiary qualification or equivalent experience 	<ul style="list-style-type: none"> •
Key competencies:	<ul style="list-style-type: none"> • Leadership • Excellent communication skills both written and oral • Able to build and sustain long term positive and productive relationships. • Add value by leading gap analysis reviews of the parts business nationally in both the Ag and Construction sectors. 	
Work experience:	<ul style="list-style-type: none"> • Work in a similar role • Management experience of 7 plus years • Leadership of both a team and function 	<ul style="list-style-type: none"> •

Approved by:

Date: Oct 2023