

## JOB DESCRIPTION

### Branch Director

**Fortus** is Europe's fastest growing Security & Fire Distributor, trading across the UK & Ireland within key industry verticals of CCTV, Intruder, Access, and Fire products. We have a 14-branch network across UK & Ireland and are the only distribution Company in the sector to offer a complete "end-to-end" security solution including **RE: SURE**, CCTV monitoring. In 2022, **SSP** - Suppliers of high-quality Access Control and Gate Automation products - became part of the **Fortus** Group

#### The Opportunity

We are looking for a **Branch Director** on a permanent, full-time basis to join our team in the Bramley Branch. This is a key hands-on role leading on all day-to-day operational planning and delivery, offering best practice and guidance to the team in line with business objectives and company standards to achieve and maximise set targets. You will lead, support, and develop your team alongside continually promoting and expanding the product range working with the Business Development Manager and Regional support teams.

The successful candidate will have experience of either running their own site/ Branch as a sales business or experience leading a team in a similar environment. You will lead by example, have good people management skills as well as having a result focused attitude. Your motivation and ability to inspire people will play a big part in your success driving your team to reach sales and branch targets.

#### The Role & Key Responsibilities:

- Manage and control all overhead costs and budgets, sales, and overall performance of the Branch.
- Provide exceptional customer service and support to new and existing customers
- Co-ordinates site operational activities and standards including Health & Safety, environment, and duty of care requirements.
- Support the delivery of sales targets whilst developing and maintaining positive customer and supplier relationships
- Provide direction and support to the Branch team as required.
- Lead and ensure Branch compliance and continuous improvement with Health and Safety, company policies and procedures.
- Ensure stock quality and control audits are accurate and up to date.
- Conduct Branch housekeeping for front of house, office, and warehousing.
- Provides daily and monthly reports on Branch performance.
- Seeks opportunities to drive sales and reduce costs where appropriate.
- Establish clear expectations of performance for your team and review their progress through regular performance reviews to ensure your expectations are met and training needs are identified

**Knowledge, skills, and experience required.**

- You'll be passionate about providing customers with an excellent hands-on service and be able to succeed in meeting challenging service benchmarks, making sure all operational and regulatory risks are effectively managed.
- Strong organisational skills, self-motivation as well as the ability to motivate others to achieve business targets
- A commercial approach to drive sales and maximise margins, whilst ensuring our customers always walk away happy.
- Drives change and comfortably challenges process and status quo in a busy environment.
- Good organisational skills, with ability to prioritise and use own initiative
- Confident IT user, with experience of MS Office and industry standard software
- A full and valid driving license is essential
- Exceptional at leading, developing and working in a small team and on occasion, alone

**Desired**

- A wholesale and distribution background, industry experience within the CCTV/Intrusion/Fire & Access Control sectors would be advantageous.
- An excellent negotiator in both sales and purchasing.
- Highly motivated with a proven track record of developing long-lasting relationships with both suppliers and customers.
- A natural leader who is keen to either step up to management or looking for a new challenge within their managerial career.

**What we can offer you:**

This is a permanent full-time role. Your working hours will be 08:30-5:00pm Monday to Friday, 40 hours per week.

- Competitive Salary
- 25 days annual leave plus bank holidays
- Auto enrolment Pension Scheme
- Full training
- On-site parking

**No Agencies Please** - We thank you for your interest in working with Fortus Group, however, we will not pay fees or acknowledge any CV's supplied to Fortus Group unless you have been briefed on the role by our HR Team.