

# North Sun Energy



**JOB TITLE: Territory Manager – Dealer Network**

## **ABOUT NORTH SUN ENERGY**

North Sun Energy is a strategic partnership between North Atlantic and Suncor for the operation and growth of the retail networks in Nova Scotia, Prince Edward Island (PEI), and Newfoundland and Labrador through the North Atlantic and Petro-Canada brands.

## **Position Overview**

The Territory Manager – Dealer Network will represent North Sun Energy while providing operations management support for the retail sites of our independent dealer network (Petro-Canada).

In this role, you will oversee the Nova Scotia and Prince Edward Island territory and be accountable for standard procedure compliance, site execution (related to total loss management), image, customer service, loyalty programs and promotional activities, as well as the overall growth of the territory.

If you have drive, experience, and are looking for an opportunity to work with a diverse and growing company, please submit your cover letter and resume to North Atlantic.

## **Duties and Responsibilities:**

- Build and maintain positive relationships within the independent dealer network, ensure operational execution is aligned with site execution, and adhere to the Petro-Canada brand standards
- Communicate information and provide support for deployment of marketing initiatives
- Maximize performance objectives through development and execution of action plans to ensure site/territory execution standards are achieved
- Manage and deliver financial and operational objectives for the territory through off-site and on-site reviews and develop corrective action plans
- Act as the representative in contractual relationships with retail dealers within the territory
- Pursue new site growth through competitive independent dealer acquisitions
- Actively participate in retail events and promotional activities
- Operationalize safety initiatives
- Other duties as required

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## Qualifications:

- Bachelor's degree, preferably in business, commerce, marketing, or engineering. Equivalent education and experience may be considered
- Minimum of 3-5 years' experience in direct sales and relationship building is an asset
- Experience conducting general economic evaluations for independent business owners
- Proven knowledge of operating a small business and an aptitude for carrying out broad economic analysis
- Exceptional negotiating skills allowing you to influence decisions and achieve consensus while building relationships and credibility
- Ability to adapt and respond quickly to changing priorities and multiple parallel activities
- Well-developed, proven, problem solving and decision-making skills, with highly developed interpersonal, communication and non-authoritative leadership skills
- The ability to present ideas, deliver presentations and build positive relationships throughout all levels of the organization
- Ability to approach activities with a learner mindset
- Strong proficiency in Microsoft Office suite

## Travel:

- Valid driver's license and a clean driving record
- Flexibility in schedule is required, with the ability to travel within the Atlantic region as necessary
- 50% travel throughout your territory is required
- Company vehicle will be provided

North Atlantic is committed to Employment Equity. Accommodations during the recruitment process are available upon request for candidates with disabilities.

We offer a competitive compensation and benefits package which include Health and Dental, Wellness Program • Short-Term and Long-Term Disability • Life Insurance • Company Pension Plan with employer contribution • Employee and Family Assistance Program • Free on-site parking • Employee engagement activities

(\*benefits vary based on employment status)

If you are a highly motivated team player, have the qualifications, and are prepared to meet the challenges as outlined, apply by submitting your resume and cover letter to [careers@northatlantic.ca](mailto:careers@northatlantic.ca).

Candidates are encouraged to apply by **4:30pm Friday, February 3, 2023.**