



JOB TITLE: Territory Manager – Corporate Network

ABOUT NORTH ATLANTIC

North Atlantic is a diverse and growing, leader in retail gas and convenience, residential, commercial, and wholesale fuels. For over 30 years, we've built our reputation on quality products, extraordinary service, and support for local communities. With our *people first* approach, North Atlantic looks for dynamic individuals who take initiative and who are committed to fostering a strong team environment. We want people who are known for their positive attitude, genuine communications, and personal drive.

As we advance our business for the future, North Atlantic is driven to developing efficient and green energy solutions aligned to the needs of the world in which we live. Committed to sustainable and responsible business practices, we're driving industry forward, supporting new skills and new jobs for this ever-evolving landscape.

For more information about the North Atlantic, please visit www.northatlantic.ca

Position Overview

The Territory Manager – Corporate Network, will represent North Sun Energy (NSE) in Newfoundland and will be responsible for managing the relationship between North Sun Energy and Orangestore franchisees as well as NSE's corporate sites.

In this role, you will work to facilitate the safe delivery of sales, profitability, and operational excellence within the Territory by coaching and counseling franchisees and corporate managers to meet established Key Performance Indicators. As lead of your assigned territory, you will have the opportunity to directly influence bottom-line results at the retail site level.

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 corporate network, ensure operational execution is aligned with site execution, and adhere to the Orangestore brand standards.
- Manage and deliver financial and operational objectives for the territory through off-site and on-site reviews and develop corrective action plans.
- Maximize profitability by growing higher margin convenience retail categories, and minimizing costs.
- Maximize performance objectives through development and execution of action plans to ensure site/territory execution standards are achieved.
- Communicate information and provide for the deployment of marketing initiatives.



North Atlantic

North Sun Energy

- Coach and counsel franchisees and corporate managers to follow proper Health, Safety and Environment protocols.
- Actively participate in retail events and promotional activities.
- Other duties as required.

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 retail operations is an asset.
- Customer - centric, passionate, and results-driven with strong knowledge of convenience retailing and 4P (Price, Product, Placement, Promotion) execution.
- Demonstrated strong past performance for delivery and commercial acumen.
- Self-starter and results driven.
- Ability to approach activities with a learner mindset.
- 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.
- 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 Newfoundland on a regular basis and 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.

Candidates are encouraged to apply by **4:30pm February 9, 2024**.