



PO Box 1420, 140 Service Rd
Indian Head, SK S0G 2K0
Phone: 306.695.2460
Fax: 306.695.2666
valeindustries.ca

POSITION OVERVIEW			
POSITION TITLE	Division Manager	DEPARTMENT	Agriculture
REPORTS TO	CEO	VERSION AND DATE	V1 23SEP20
TERM TYPE	Permanent Full-Time	LOCATION	Indian Head, Sk.

About VALE:

Vale Industries Ltd is a manufacturer of engineered products and equipment for the agricultural, aggregate, mining, and related sectors. With roots in steel manufacturing going back 30 years, Vale knows how to deliver solid solutions and exceptional value for our customers. Our management team has over 150 years of practical, hands-on experience in engineering, manufacturing, and business management, focused on leading Vale's next phase of strategic growth. At Vale, we uphold a high standard of quality, integrity, and safety to demonstrate our commitment to our employees, customers, suppliers, and community.

Job Summary:

Are you passionate about helping farmers succeed? Are you a people person with a knack for negotiating? Vale Industries is looking for a Manager to lead Vale Agriculture into the next stage of growth. The position includes managing the Ag sales team. Setting and achieving sales targets. And working collaboratively with the senior leadership team for optimal company results.

Duties and Responsibilities:

- Personnel – The AG Division Manager will be responsible for all aspects of personnel for the Agriculture Division at Vale. Building a talented team of territory managers in Western Canada and the US will be job #1. The product development team will also report to you. You will be expected to work very closely with all support personnel of Vale Industries Ltd. including but not limited to Administration, Finance, and Production.
- Sales - The AG Division Manager will be responsible for developing the annual AG Sales Business Plan. You will be responsible for continuously monitoring and report progress. It is expected you will coach, mentor, and propose adjustments to the plan to ensure all objectives including Sales and Profits are achieved.
- Research and Development - The AG Division Manager will be responsible for reviewing and approving the annual AG Research and Development Business Plan. It is expected the Division Manager will coach, mentor, and propose adjustments to the plan to ensure all objectives including maintenance of the current product line and new product development are achieved.
- Production - The Division Manager will work very closely with the Production Manager and the A&M Division Manager to ensure Vale Industries Ltd. is building the right product at the right time in order to achieve the Vale Industries Ltd. corporate objectives.
- Finance - The Division Manager will prepare an annual financial budget for the AG Division regarding Sales, and Research and Development. This will include Sales Projections and all expenses related to Sales, and Research and Development for the Division.



PO Box 1420, 140 Service Rd
Indian Head, SK S0G 2K0

Phone: 306.695.2460

Fax: 306.695.2666

valeindustries.ca

Education and Qualifications:

- 5+ years' experience in a customer facing roles dealing with customer relationships, warranty, service, or other types of roles that demonstrate excellence in customer service
- Ideally 5+ years' experience operating in the Agricultural Equipment Industry in Western Canada
- Business Degree or Business Certificate preferred
- 5+ years' experience budgeting and execution with Profit and Loss responsibility
- 5+ years' experience in managing staff
- 5+ years' experience in developing dealer networks
- Must show competency in the use of Microsoft Office Software

Knowledge Areas and Experience:

- Demonstrates effective analytical and problem-solving skills. This would include but is not limited to above average spreadsheet skills and having experience operating in a manufacturing resource package (MRP) environment.
- Demonstrates outstanding customer service and interpersonal skills
- Possess well developed oral and written communication skills
- Capable of scheduling, planning, and executing multiple tasks under pressure
- Solid understanding of the Agriculture industry in Western Canada and the Northern Plains in the US
- Proven successful track record in managing staff
- Works very well in a **Team** environment

What Vale Offers:

- Meaningful work with a team of motivated individuals at a growing manufacturing company
- High standards as demonstrated in the quality of our products
- Opportunities for growth and development
- A **Small-Town** approach to work. Down to earth and genuine.
- A **World-Class** customer service reputation with a drive to get even better!

Compensation:

- Strong competitive base salary plus company results-based bonus
- Extended Health, Dental, Disability and Life Insurance

*To apply for this position please submit your resume and cover letter via email to Human Resources at VALE Industries.
hr@valeindustries.ca*