



GENERAL MANAGER - SOUTH Felixstowe

We are seeking to recruit a General Manager for the PD Ports Portcentric Logistics operation to be based in Felixstowe. As General Manager you will have responsibility for leading the operational team and support functions within the PD Portcentric Logistics operations in the South, to deliver the organisation's financial and strategic objectives whilst ensuring adherence to company policy and procedure.

Reporting to the Director Portcentric Logistics, you will set and deliver financial performance targets, manage budgets, maximise revenue growth in line with the five year plan and lead on cost down initiatives. The successful candidate will be commercially astute and customer focused overseeing the delivery of a high quality service, contractual compliance and pro-actively identifying opportunities to develop the contract as well as resolving customer concerns.

The candidate will be of graduate calibre, with experience of a multi-user warehousing operation, transport operation and supply chain dynamics.

The main duties include:

- Lead on the development and delivery of the company health and safety strategy driving towards the company target of zero accidents
- Create and implement best practice logistics principles, policies and processes to improve operational and financial performance
- Plan, manage and evaluate logistics operations liaising with internal stakeholders, suppliers, logistics providers, transportation companies and customers
- Maintain existing contracts and when practicable seek to develop new business opportunities
- Set departmental objectives/KPIs and review and assess ongoing performance of direct reports
- Monitor and report on progress and delivery against targets and identify any remedial action required
- Negotiate rates and contracts with customers and suppliers
- Lead, manage and co-ordinate internal and customer projects drawing on expert resource as required
- Manage, coach, motivate and develop a high performing team that is capable of meeting agreed objectives and delivers best practice results, added value and continuous improvement initiatives

The ideal candidate will have a proven track record in contract management, have excellent management, organisational, communication, negotiation and influencing skills, be self-motivated and flexible, have an eye for detail and the ability to work under pressure in a very demanding environment. IT literacy and the ability to analyse data in a variety of forms, prepare reports and presentations and be able to effectively communicate and build relationships both internally and externally, at all levels, are a pre-requisite.

If you feel you have the necessary skills to undertake this challenging role please send applications in writing to:

David Wilson
Group HR Department
17 – 27 Queens Square
Middlesbrough
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Closing Date: **4th February 2020**