

Title: Trucking Operations Manager
Industry: Wholesale Fuels
Job Type: Operations/Marketing
Education: BA or equivalent experience

Scope:

The Trucking Operations Manager will oversee 200 mm gallon transport fuel business and will serve as a member of the Company's Senior Management Team.

Responsibilities:

- Direct short-term and long-range planning and budget development to support strategic business goals.
- Establish the performance goals, allocate resources, and assess policies for the company's transport sales, logistics, and operational functions.
- Demonstrate successful execution of business strategies for products and services.
- Participate in acquisition and growth activities to support overall business objectives and plans.
- Participate in market development, including participation in industry shows, supplier conferences, analyst meetings, and other designated meetings.
- Develop, establish, and coordinate execution of transport sales and marketing efforts.
- Define the appropriate future sales organization for the company based on company strengths, weaknesses, opportunities and threats.
- Develop and track metrics and success criteria for sales and marketing activities.
- Oversee transport logistics.
- Effectively manage company freight lanes including: determine and secure appropriate level of hauling capacity to meet company's needs, identify opportunities to improve operational efficiency, and meet delivery promise expectations.
- Develop and track metrics and success criteria for overall effectiveness of the company's transport logistics.
- Oversee billing and pricing functions.
- Effectively manage billing, ensuring accurate billing and effective collections.
- Oversee price quoting process and ensure that volume and profit margin targets are effectively managed.
- Oversee Supply and Risk Marketing.
- Develop and execute appropriate fuel supply arrangements with key vendors.
- Effectively manage short and long-term supply needs.
- Recruiting and hiring processes and procedures
- Employee relations, disciplinary procedures
- Oversee employee health and safety initiatives
- Performance management, training, and special projects
- Work with Company leadership to identify and develop strategic alliances, channel partners and programs
- Be a role model for the company culture

Requirements

- Bachelor's Degree in Business Management, Marketing, or related field.
- Strong background and experience in wholesale fuel operations and/or marketing.
- Strong strategic planning and analysis skills in sales, marketing, and business (competitive) strategy.
- Capacity to assume more significant executive responsibilities over time
- Solid working knowledge of budgeting, sales, business development, and strategic planning.
- Ability to generate respect and trust from staff and external constituencies.
- Ability to plan and manage at both strategic and operational levels.
- Exceptional track record of developing and implementing marketing and sales strategies that have consistently met or exceeded planned objectives.
- Ability to work collaboratively with colleagues and staff to create results driven, team oriented environment