Job Title: **Branch Manager** **Job Status:** **Full Time**

Airgas, Inc. (NYSE: ARG), through its subsidiaries, is the largest U.S. distributor of industrial, medical, and specialty gases and related hardgoods, such as welding supplies. Airgas is also the third-largest U.S. distributor of safety products, the largest U.S. producer of nitrous oxide and dry ice, the largest liquid carbon dioxide producer in the Southeast, and a leading distributor of process chemicals, refrigerants and ammonia products.

RED-D-ARC (an Airgas company) is the largest provider of welding and welding-related rental products and services in North America, with over 50,000 units in our fleet. Red-D-Arc currently offers rental welding-equipment through over 50 service centers in the United States, Canada, Mexico, the United Kingdom, Europe and the Middle East, as well as through Airgas construction Stores and dealer network that included the Caribbean, Puerto Rico, Trinidad, Kazakhstan and Australia.

Job Profile

Under the direction of the District Manager, the incumbent contributes to the overall profitability of the company by maintaining a high standard of efficiency and effectiveness in the management of branch and fleet resources in the central and all applicable satellite branches. The Branch Manager will be responsible for our Tampa, Jacksonville and Miami markets.

We are looking for a Branch Manager who:
For mangers of a central branch, the functions below also apply to all satellite branches.

- Maintains a safe working environment in the branch by following Airgas/Red-D-Arc's health and safety guidelines.
- Maintains an exemplary level of customer service at the branch.
- Maintains a high turn-around rate and high quality standard for all rental assets.
- Ensures that all rental assets are repaired quickly and cost-effectively.
- Ensures that parts inventories are organized and monitored.
- Ensures promotion of used equipment sales.
- Performs inventory audits at main branch.
- Ensures that all branch equipment and vehicles are maintained to a high standard.
- Maintains responsibility for branch recruiting and onboarding.
- Maintains responsibility for branch training.
- Oversees all fleet transfer in/out of the branch.
- Ensures FA verification resolution during fleet inventory audit process.
- Ensures branch meet safety audits requirements.
- Ensures proper handling and tracking of all rental assets assigned to the branch.
- Ensures proper inventory procedures are followed at the branch.
- Approves all branch purchase orders and invoices with a view to minimizing expenses.
- Ensures A/R collections are performed by the branch in a timely manner, including proper cash management.
- Completes the annual review process in a thorough and timely manner.
- Sets mentoring in place and documents deficiencies with underperforming staff.
- Monitors exception reporting to find and repair problems within the branch.
- Participates in the annual budget process.
- Complies with all SOX requirements.
- Ensures all governmental regulatory requirements are met at the branch.
- Implements all operational directives.
- Communicates new policies, sales results and any other critical information to all branch staff at least monthly.
- Consistently communicates with sales to ensure the operations team is always meeting their customer service needs.
- Performs other related duties as required.

Qualifications:

- Post secondary education equivalent to one year of Business Management or equivalent preferred.
- Greater than five years related working experience.
- Working knowledge of positioning equipment, welding applications and equipment an asset.
- Equipment repair and maintenance training is an asset.
- Ability to travel approximately 50% of the time.

Skills

- Must have strong interpersonal and management skills.
- Ability to diagnose mechanical or electrical failures, and “set up” or assembly of specific packages required by the customer.
- Ability to effectively build relationships with customers and co-workers.
- Sales experience in either an industrial equipment rental or a welding equipment sales or rental environment (ideally construction, fabrication, and/or manufacturing sectors) an asset.
- Requires high-quality presentation and negotiating skills.
- Ability to work with a wide variety of people with different personalities and backgrounds.
- Computer skills to produce effective spreadsheets, reports, documents and presentations, as required. Knowledge of MS Office applications.
- Adaptable to set and prioritize work with varying exceptions.
- Communicates with clarity, verbally in one on one or group situations, and over the telephone.
- Communicates well in writing by composing clear documents.

Please apply, in confidence, via email to Employment@Red-d-Arc.com or via fax to 1-905-963-7817, referencing the position in the subject line.

Red-D-Arc would like to thank all candidates for their application; however only those selected for an interview will be contacted.