**Job Title: Branch Manager - Spray Foam Distributor**

**Location:** New Castle, Delaware

**Company:** Patriot Distribution & Coatings

**About Us:** Patriot Distribution & Coatings is a leading distributor specializing in high-quality spray foam insulation products. Our mission is to provide exceptional solutions and services to our clients, enhancing their insulation and energy efficiency needs. We are currently seeking a motivated and experienced Branch Manager to lead our Delaware branch and drive its success.

**Position Overview:** As the Branch Manager at Patriot Distribution & Coatings, you will be responsible for overseeing the daily operations of our Delaware branch. Your role will include managing staff, optimizing operational efficiency, driving sales growth, and ensuring excellent customer service. The ideal candidate will possess strong leadership skills, extensive knowledge of spray foam products, and a proven track record in distribution management.

**Key Responsibilities:**

1. **Leadership and Team Management:**
	* Lead, motivate, and manage branch staff to achieve performance goals.
	* Conduct training and development sessions to enhance team skills and product knowledge.
	* Create a positive work environment and address any personnel issues effectively.
2. **Operational Oversight:**
	* Manage daily operations including inventory control, order fulfillment, and logistics.
	* Ensure compliance with company policies, industry regulations, and safety standards.
	* Implement and refine operational procedures to improve efficiency and reduce costs.
3. **Sales and Customer Relationship Management:**
	* Develop and execute sales strategies to meet or exceed revenue targets.
	* Build and maintain strong relationships with key customers, addressing their needs and concerns.
	* Identify and pursue new business opportunities to expand the customer base.
4. **Financial Management:**
	* Prepare and manage branch budgets to meet financial objectives.
	* Monitor and analyze financial performance, including sales, expenses, and profitability.
	* Implement cost-control measures and optimize resource allocation.
5. **Inventory and Supply Chain Management:**
	* Oversee inventory levels to ensure product availability while minimizing overstock or stockouts.
	* Coordinate with suppliers and vendors to ensure timely and accurate deliveries.
	* Conduct regular inventory audits and manage stock control processes.
6. **Reporting and Analysis:**
	* Prepare and present reports on branch performance, sales metrics, and operational efficiency.
	* Analyze market trends and competitor activities to make informed business decisions.
	* Provide feedback and recommendations for continuous improvement.

**Qualifications:**

* Bachelor’s degree in Business Administration, Management, or a related field (preferred).
* Minimum of 5 years of experience in distribution management, with at least 2 years in a leadership role.
* Strong knowledge of spray foam products and industry standards.
* Proven track record of driving sales growth and managing branch operations.
* Excellent leadership, communication, and interpersonal skills.
* Strong analytical and problem-solving abilities.
* Proficiency in Microsoft Office Suite and experience with ERP or CRM systems.
* Ability to work under pressure and manage multiple tasks simultaneously.

**Why Join Us:**

* Competitive salary with performance-based incentives.
* Opportunities for career advancement and professional growth.
* A supportive and collaborative work environment.

**Application Process:** Interested candidates should submit their resume and a cover letter detailing their relevant experience and qualifications to [email address] by [application deadline].

**Patriot Distribution & Coatings** is an Equal Opportunity Employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

Visit us at <http://www.PatriotDistribution.com>