

Operations Director, Melcourt Industries Ltd

A rare and unique opportunity to join a fast growing and profitable SME. Reporting directly to the shareholders of the business, this is a fantastic opportunity for an individual currently operating as an Operations Director and looking for a new challenge with excellent future prospects, or for an experienced Operations Manager looking for the next step up in their career.

Based near Tetbury, Gloucestershire, Melcourt Industries Ltd has been a front-runner in innovation and high quality for four decades, a market-leading supplier of peat-free growing media, landscape, play and biofilter products across both the retail and professional sectors.

The business has ambitious plans for the future and the successful candidate for this role will be tasked with driving the business forward, both through increasing market share and by maximising efficiencies.

Key Tasks and Responsibilities

- Promoting company growth and maximisation of profit
- Management of production and office staff on site at Tetbury as well as the remotely based sales team
- Review and analysis of company production and sales reports, looking for patterns in the marketplace and forecasting trends to aid the company's growth
- Monitoring and analysing company budgets and financial reports
- Creating financial plans to target increased profit margins for the business
- Allocation of the company's resources, materials and equipment to the most productive functions
- Supply chain and delivery management
- Creation of operational strategies to minimise stock losses and implementation of initiatives to reduce company costs
- Taking a leading role in the company's marketing activities
- Overseeing health and safety matters for the business.

Required skills and experience

- Commercially focused with five years plus experience operating at or above managerial level in an operational role
- Excellent computer skills with the ability to analyse large amounts of data to identify opportunities for additional revenue opportunities and operational improvements
- Experience of Microsoft Office package
- Strong leadership and communication skills with the ability to motivate and develop teams and create a vision for the future of the company
- Ability to problem solve to improve processes, efficiencies and profitability
- Expert knowledge of safety and product quality standards
- Expertise in managing relationships with suppliers, customers and other stakeholders.

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Desirable skills and experience

- Prior experience within the horticultural industry.

What we offer

- Negotiable salary plus bonus scheme
- Hybrid company car
- Generous employer pension contributions
- 31 days holiday inclusive of public holidays
- Relocation package available for the right candidate.

Hours of Work

Usual working hours of Monday to Friday 9–5 with additional hours as per business needs.

Place of Work

Role will be based at Tetbury, with occasional UK travel required.

If this position is of interest to you, please email your CV to Rachel Cash:
rachel.cash@melcourt.co.uk

**Andy Chalmers, Managing Director
Melcourt Industries Ltd**

1 June 2023

