

GENERAL MANAGER

JOB DESCRIPTION

JOB INFORMATION	
Job Title	General Manager
Business	Lloyd Worrall
Reporting To	Commercial Director

JOB SUMMARY
The role of the General Manager is to lead the performance, development and growth of all aspects of our Lloyd Worrall business.

TASKS & ACTIVITIES

- Developing the capability within your team; creating highly engaged managers who in turn can engage their colleagues and can identify opportunities for personal growth within your business
- Adapting your management to reflect the broad areas of responsibility in your remit, including branches, product solutions, distribution, marketing and category management
- Through effective P&L management and creative strategizing, increase revenue, profitability and sustainable growth
- Creating a sales-driven culture, driven by excellent levels of customer service and exceptional operating standards
- Building and maintaining valuable relationships with key stakeholders, acting as the direct liaison and key point of contact for strategic suppliers
- Driving the digital agenda, ensure effective marketing and representation of the solutions offered by your business
- Leading by example and challenging appropriately, ensure the health and safety of our colleagues, customers and suppliers remain the top priority of all colleagues

SKILLS & EXPERIENCE

Essential:

- Entrepreneurial, commercial mind-set with strong strategic, creative and market awareness
- Proficient in people management, with a proven track record of developing people
- Passionate about driving high standards and performance
- A record of setting the agenda and driving business change

Desirable

- Previous experience in an architectural solutions environment

OUR VALUES



We have the know-how



We get stuck in



We stand together



We get it done

WE HAVE THE KNOW-HOW



Our customers rely on us to understand their trade, so we work hard to make sure we know our stuff.

We train our teams to be the best they can be, to build on their skills and to share their knowledge.

WE GET STUCK IN



This is a “roll your sleeves up” business.

We are all willing to muck in and get our hands dirty to make Buildbase brilliant.

Everyone in Buildbase has a can-do attitude and we take pride in everything we do.

WE STAND TOGETHER



Buildbase is one family

We work together across teams, look out for each other and our number one priority is to make sure everyone goes home safe.

No matter what their background, we respect each other and value everyone’s contribution.

Our people are proud of the part they play in their local communities and we all do our bit to protect the environment and support charities large and small.

WE GET IT DONE



Through the resilience and determination of our people we deliver on our promises and that’s why our customers trust us to get the job done.

We will always go the extra mile to make sure we are brilliant at what we do, whether we are based in branch, in the office or on the road.