



ABOUT US

With over 400 employees across 16 offices in Ontario, Spark Power Corp. delivers development, asset management, operations, maintenance and technical services to over 4,500 customers across Canada in the renewable energy and power infrastructure markets.

ABOUT THE ROLE

Spark Power High Voltage Services is growing! We are seeking a dynamic and resourceful **Regional Manager** to oversee the implementation and growth of our Eastern Canada locations. The **Regional Manager** will provide strategic oversight and support to Branch Managers to develop and deliver on the achievement of sales and financial targets, employee development and customer relationship management for each location. The **Regional Manager** will work with the Spark Power Electrical Contracting Services leadership team to develop regional goals and communicate corporate objectives across all branches.

Typical responsibilities would include but are not limited to:

- Use budgets to monitor and evaluate performance, ensuring compliance with corporate needs and objectives.
- Work with the Marketing Department to design and implement high quality sales campaigns designed to generate new business opportunities.
- Measure workforce effectiveness, create objectives, deliver performance reviews, and address performance gaps.
- Analyze results of work performed, market trends, customer requests, corporate operations and identified gaps and formulate recommendations for your supervisor.
- Analyze and report sales metrics in order to monitor performance and adjust as needed.
- Provide professional development for employees through, coaching, mentoring and training.
- Ensure that branches are operating at peak performance at all times.
- Effectively assign strategic objectives for branch/department personnel for the fiscal year.

QUALIFICATIONS

- 10+ years of relevant electrical experience, preferably in an industrial setting
- Strong experience in a managerial/leadership role within the power services sector
- Solid knowledge of Ontario Electrical Code
- A valid "G" class drivers license with a clean driving record
- Detail orientated with some computer abilities
- Great attitude with a desire to exceed customer expectations
- Demonstrated experience in performing financial analysis, tracking, budgeting, and resource planning
- Must be self-driven, highly motivated & able to work without supervision
- Ability to multi-task & manage numerous projects simultaneously
- Excellent interpersonal, written and verbal communications skills, including complete mastery of English language
- Strong demonstrated stakeholder management and negotiation skills
- Exceptional problem-solving and troubleshooting skills with methodical decision making
- High degree of attention to detail & follow-through
- Willingness to travel as necessary

APPLICATION DETAILS

Interested candidates are encouraged to apply online at www.sparkpower.ca/careers. Successful applicants will be contacted directly.