



partners in people

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Chief Operating Officer

AWX is seeking a Chief Operating Officer to work for their national privately held business which has seen significant expansion over the past few years resulting in substantial growth. AWX is looking to transform and grow the business over the next 10 years and have established this new role to assist with these exciting times.

The Role

In a newly created role, the Chief Operating Officer will be tasked with maintaining the current structured environment whilst retaining the unique culture that has been key to the current success to date.

Reporting to the CEO and the Board, the COO will be responsible for enhancing the internal organizational processes and growing the revenue base that will allow this organization to continue to achieve its strategic, growth and profit objectives.

You will work very closely with the CEO to ensure effective leadership of the business, stepping up in his absence. You will present a respectful, balanced perspective in all that you do enabling you to build rapport at all levels of the business and industry. The COO role is essential in leading the operational processes that link strategic objectives to plans, providing strength in processes and consistency in delivery of information.

With three direct reports, responsibility for over 900 staff and acting responsibility in the CEO's absence, the Chief Operating Officer role will keep you energized and challenged as you balance fiscal, operations, production, people and business technologies to produce outstanding results.

The company is experiencing continued growth in existing markets and looking to expand further and the position of COO plays a key role in ensuring timely and effective utilization of all resources to deliver above and beyond expectations.

Your Profile

- You will have at least 10 to 15 years' experience in a senior role in FMCG, Food processing or similar with a forte in relationships management, business development and innovation;
- You will have a proven history in achieving strong organic growth through increased sales and market share;
- Sound understanding of financial reports, abilities to budget and reporting;
- some understanding of Lean Manufacturing principles; and
- A strong business acumen and results focus.
- This is a key leadership position and your management, motivational and communication skills will be first rate.

The Outcome

As the COO, you will be given a clear mandate to achieve the business key targets and strategies. Some of the key deliverables in the first twelve months will include:

- Lead and assist the established high performance management with the necessary skills and experience to deliver the business plan;
- Continued focus on driving companywide cultural development;
- Drive structure and strategy across sales, marketing, and delivery;
- Improvement on systems, processes and controls; and
- Achieve EBITDA targets.

This is a rare opportunity to showcase your deep business knowledge and expertise in driving an organisation and people to achieve its full potential. If you are looking for a long term career in a stable and growing company, this could be your next challenge.

For confidential enquiries and applications please send details to Cameron Dart at cdart@awx.com.au