



Career Opportunity



ALS Group is a diversified international analytical laboratory and testing services group which first established its operations in Queensland, Australia in 1975. The company processes more than 10 million samples per annum and is one of the largest analytical laboratory groups in the world. Its staff of over 9,000 operates out of over 300 locations in 50-plus countries throughout Australia, North America, South America, Africa, Europe and Asia. The ALS Minerals Division is one of the largest groups of geochemical laboratories in the world with over 60 laboratories and 5,000 staff. For more information please visit www.alsglobal.com.

We are currently recruiting for a:

Manager, Eastern Canada Operations - ALS Minerals

Location: Sudbury preferred, Val d'Or is an option

Reports to: Director, Eastern Canada Operations

General Accountability:

This position will report to the primary executive responsible for the ALS Minerals business in Ontario, Quebec and the Maritime Provinces. The Manager for Eastern Canada will have responsibility for meeting the corporation's short term and long term financial performance and growth expectations for this business division. You will be responsible for maintaining industry-leading levels of client responsiveness, and consistently reliable service and quality. You will ensure that operating standards are maintained uniformly throughout your region and that all corporate performance and compliance standards are met or exceeded. Reporting to the Director, Eastern Canada Operations this position is responsible for partnering with the management team in support of effective key employee development, service enhancement, and pursuit of growth opportunities that are available in the region.

Specific Responsibilities:

- Works with and manages branch operations managers, marketing personnel, client service personnel, and administrative support personnel to define regional objectives and devise work programs to meet these objectives;
- Works with the Director and the Corporate Human Resource team to determine human resource requirements in support of the objectives defined,;
- Provides mentoring and development for key, high potential employees in region;
- Coaches and counsels employees and management on legal issues, performance management issues, conflict management, and resolution in accordance with company policies;
- Reviews all elements of business and associated risks. In conjunction with the Director, implements programs to address risks that might otherwise negatively impact clients, employees or the public at large;



- Maintains a high level of client interaction in the region. Responsible for maintaining a high level of client satisfaction ;
- Responsible for progressive and continuous market share growth;
- Responsible for the identification and pursuit of opportunities to expand or diversify ALS Minerals business in Eastern Canada;
- Responsible for maintaining a high level of employee commitment to the company and its performance objectives;
- Observes established safety regulations and complies with all ALS health and safety policies and procedures;
- Other duties as assigned.

Required Knowledge, Skills & Abilities:

- Possess excellent bilingual communication skills both written and verbal; must able to work effectively in both English and French.
- Demonstrated skill in managing a large and diversified operation;
- Superior computer skills in Microsoft Word, Excel, PowerPoint and Visio are required;
- Demonstrated success in growing sales and motivating people in a service oriented business;
- Knowledge of fundamental principles of analytical chemistry;
- Ability to relate to client needs in Geological Sciences and Engineering;
- Maintains thorough knowledge of company philosophies, policies, procedures, programs and initiatives;
- Proven experience in creating and meeting budgets and production targets in a large corporate environment;
- Must convey a positive and professional image at all times;
- Ability to speak in public and present information to groups;
- Possesses tact, superior communication skills, ability to work effectively with fellow team members and vendors;
- Demonstrated judgement, creativity, integrity and ability to problem solve;
- Ability to effectively handle escalations and time critical issues;

Required Qualifications:

- Completion of a university degree in Chemistry, Geology, or other business or scientific field;
- Previous experience managing in production, manufacturing or analytical setting;
- Previous experience with collective bargaining an asset;
- Minimum of 5 years in a Senior Managerial Position

Physical Demands:

- Ability to sit for up to 8 hours per day;
- Ability to travel up to 65% of the time;
 - Requires the ability to drive for up to 6 hours per day
 - Requires the ability to travel by air without assistance
- Manual dexterity for data entry and computer use;
- Ability to read and interpret data on a computer monitor.

To apply please submit your resume no later than **February 15, 2012**. Interested candidates should send a resume and cover letter via email to: JobsCanada@alsglobal.com or apply online at www.alsglobal.com.



Due to a high volume of resumes only candidates that state “**Manager - Eastern Canada Operations**” in the subject line will be considered.

We would like to thank everyone for their interest in ALS Minerals but only candidates selected for an interview will be contacted.

“ALS Group is proud to be an equal opportunity employer committed to achieving and maintaining a workforce which reflects and affirms the diversity of our society”