

General Manager - Job Description

ABOUT THE COMPANY

EazySAFE offer a range of environmental, health and safety training courses online. Since merging with our sister company Phoenix Safety, we also offer environmental, health and safety consultancy services and instructor-led (classroom) training. Our courses are written by our resident experts and can be tailored to meet your needs.

We strive to make all aspects of our technology easy to use and our course content easy to understand. We believe that safety training shouldn't be dull and boring, instead it should be a fun, engaging and memorable experience. Our user-friendly software is built and maintained by our in-house development team. It's ready-to-use, multilingual and has also built-in compliance reports. We provide excellent customer service, and form real partnerships with our customers.

Our user-friendly software is a combination of what is built and maintained by our in-house development team and 3rd-party platforms. It's ready-to-use, multilingual and has also built-in compliance reports. We provide excellent customer service, and form real partnerships with our customers.

Our vision is to create better workplaces by promoting cultures where safety, health and wellness of workers is at the forefront. Watch and see how we help companies grow their safety culture, keep staff engaged and maintain EHS compliance.

ABOUT THE ROLE

You will be responsible for leading our existing team of Sales, Operations and Administration people, answering to the board of directors. You will also take responsibility for the recruitment of new hires to support the company in achieving its mission.

Duties in this role will include:

- * Allocating budget resources
- * Formulating policies
- * Responsible for driving the delivery of key projects that span across all of the organisation to elevate the company to the next stage of its growth
- * Coordinating and planning business operations

- * Monitoring and motivating staff
- * Managing operational costs
- * Improving administration processes
- * Ensuring good customer service
- * Client relationship management with existing client base
- * Building a sales pipeline by working with clients to exceed sales goals
- * Working with internal team to ensure customer needs are being met, including collaborating with technical support, marketing, and production team

We are looking for someone whose entrepreneurial spirit and vision in directing business functions will assist our organisation in maintaining relationships with clients, generating new business, increasing staff productivity, improving service, ensuring sustainability, and meeting business objectives.

YOUR BACKGROUND

We are looking for someone who has ambition and can help EazySAFE realise its potential. A background in delivering software services would be desirable, but more importantly we need an individual who works well in a team environment.

Some of requirements for this role include:

- * Degree in business management or a masters in business administration
- * Good knowledge of different business functions
- * Strong leadership qualities
- * Excellent communication skills
- * Highly organised
- * Strong work ethic
- * Good interpersonal skills
- * Meticulous attention to detail
- * Computer literate
- * Positive attitude and strong self-motivation
- * Experience in building customer relationships
- * Proactive nature
- * Fluent English speaker (verbal and written)

This is an opportunity for an ambitious person who wants to be at the helm of a dynamic business and is looking to bring success while sharing in the rewards for doing so.

Contact: James Byrne at jamesbyrne@eazysafe.com