**Job Title:** Operations Manager

**Location:** Străşeni, Moldova

**Duration of contract:** a fixed-term national contract with a six-month probation period.

**Starting date:** As soon as possible

**DRS (DevelopmentAid Recruitment Solutions)** is looking for an **operations manager** for an international company who has experience in the agricultural sector. This role is critical to ensuring the efficient operation of agricultural activities, including commercial collection, technical development, team leadership, and strategic planning. The ideal candidate is capable of managing relationships with clients and distributors efficiently and effectively.

**Job Responsibilities:**

* Oversee Daily Operations: Manage and optimize daily operations, ensuring all processes run smoothly and efficiently.
* Team Leadership: Lead and develop a team of professionals, fostering a high-performance culture focused on continuous improvement.
* Coordinate and manage the logistics cycle from demand planning and procurement to distribution, ensuring timely and cost-effective delivery of products.
* Budget and Financial Management: Support and monitor operational budgets and expenses, ensuring financial efficiency and cost control.
* Strategic Planning: Collaborate with GMs to develop and implement operational strategies that align with the company's overall objectives.
* Regulatory Compliance: Ensure all operations comply with local and international regulations, focusing on safety, environmental standards, and legal requirements.
* Client and Distributors Relations: Maintain effective communication with clients and partners, ensuring strong business relationships.
* Performance Monitoring: Implement and monitor performance metrics to assess operational efficiency and identify areas for improvement.
* Provide support in pricing strategies, oversee inventory control, and conduct market analysis.

**Skills & Competencies**

* Leadership: Demonstrated ability to lead and inspire a team, with strong decision-making and problem-solving skills.
* Communication: Excellent communication skills in Romanian and English, with the ability to articulate ideas clearly and effectively.
* Organizational Skills: Strong organizational abilities, with a focus on managing multiple priorities and projects.
* Analytical Thinking: Ability to analyze complex data and make data-driven decisions.
* Adaptability: Ability to adapt to changing environments, priorities, and challenges

**Job Requirements**

* Bachelor’s degree in Agriculture, Business Administration, Management, Finance, or a related field. A Master’s degree is preferred.
* A minimum of 5 years of operations management experience with a proven track record of leading teams and managing budgets, preferably within the agricultural sector.
* A solid understanding of cash flow management, the ability to develop strategic plans, and experience preparing financial and operational reports.
* Proven experience in international logistics and global supply chain management.
* Fluency in Romanian, English, and Russian is mandatory.
* Willingness to travel as needed for business operations and client meetings.

Applications and updated CVs should be submitted to <https://drs-jobs.developmentaid.org/jobs/7747/operations-manager>. Due to the high number of applications received via the DevelopmentAid website, we can only reply to shortlisted candidates. Please note that the above requirements can be modified during the recruitment process according to the client's procedures.