

Regional Credit Manager Ventura County CA

Job Details

Description

This is a New position – due to expansion! This role actually functions as a Regional Credit Manager of **business-to-business credit management** for three companies comprising the Agriculture Group of companies, located in both the U.S. and Mexico. Initially the role is responsible for the business to business credit management activities of one of the fastest growing providers of packaging solutions to the produce industry in the US located in Ventura County. This role will then evolve to include the business-to-business credit management of **all three companies**, Ventura County, Kansas City, and Mexico, working collaboratively with sales and finance leadership of all three companies.

Responsibilities:

- Manage and coordinate efforts of credit personnel to meet budget goals for DSO and Bad Debt
- Ensure that all businesses are supported with professional, timely, and consistent credit services in all countries at relevant service levels
- Lead credit analysts and ensure all credit staff are appropriately trained and aware of accountabilities and responsibilities
- Maintain monthly AR/collection activity reporting to GM and Finance Director according to standards
- Oversee and review credit limit controls according to company guidelines
- Approve credit terms for new accounts and credit level increases for existing accounts
- Maintain credit files in accordance with guidelines
- Create effective communication methods between sales and credit to maximize sales potential
- Examine credit updates and evaluate for credit terms and credit limit increases as necessary
- Establish and maintain productive relationships with customers and internal staff
- Manage a staff of Credit/Collection Representatives and Administrative Specialists
- Responsible for ensuring that controls are adhered to with the area of responsibility
- Other duties as assigned

Requirements:

- **Bachelor's degree in Business Administration, Accounting, Finance, Economics, or equivalent field of study required.**
- **Bilingual in Spanish and English is required.**
- **Additional accreditation through NACM (National Association of Credit Management) a plus**
- **7+ years' experience in business to business credit preferred**
- **Prior management or supervisory experience required.**
- **Ability to make confident and independent credit decisions based upon company guidelines**
- **Ability to ignite and lead change as a catalyst for process improvement**
- **Excellent verbal and written communication skills and ability to work well with others to accomplish goals**
- **Ability to multi-task, organize and establish priorities while working collaboratively as a business partner**
- **Must be detail oriented and able to work under pressure in a fast-paced environment with multiple deadlines**
- **Computer skills to include Microsoft Outlook, Excel, and Word**
- **AS400/iSeries and/or JDE1 experience highly preferred**

The company is one of the fastest growing providers of packaging solutions to the produce industry in the US. Our parent company is a leading supplier in North America, and part of a \$ 10 Billion global Corporation.

Position is located in Ventura County. Prefer to hire Ventura County candidates. Will consider remote for California candidates willing to come to the office when needed.

Salary is completely open, depending on experience, and includes 15% Bonus and exceptional benefits , including a generous 401 (k) employer match, and relocation from within California, if desired.

Please email your resume with your targeted salary range to:

martha@stevensgroupsearch.com

Martha Stevens, President

The Stevens Group Executive Search Consultants

310-859-0800