

# The Distribution Team Branch Manager Operations Seminar

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## **Day 1**

### **Driving Net Profit**

- Role of distribution in the supply chain
- Understanding your value
- Hunting for cash
- Understanding the expenses
- Motivating others to hunt cash
- Inventory is cash
- The cost of mistakes

### **Covering Your Assets**

- Protecting the inventory
- Securing the warehouse
- Inventory Accuracy
- Preventative maintenance
- Developing a safe environment

### **Profitable Inventory Management**

- Inventory performance metrics
- Investing in profitable products
- Diagnosing poor performing lines
- Product movement analysis
- Managing branch transfers
- Developing a local product mix
- Dead stock management
- Internal gross margin improvement
- Strategic pricing models

### **Driving Customer Profitability**

- Understanding the cost to serve
- Ranking customers by net profit
- Allocating resources by contribution to profit
- Changing the net profit picture
- Keeping your most profitable customers
- Expanding sales with the right customers
- Using your key customers to drive new products



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## **Day 2**

### **The Efficient Operation**

- Developing a team environment
- The internal customer
- Warehouse layout
- Bin location strategy

### **Measuring Performance**

- Branch sales metrics
- Branch operations metrics
- Rewarding performance

### **Leading the Team**

- Effective communication
- Understanding generational differences
- The difference between management and leadership
- Time management
- Leadership styles
- Delegation versus empowerment
- Engaging employee creativity
- Hiring versus recruiting
- Employee development
- Integrity

### **Wrap Up**

What are you going to do next?

