

JOIN OUR TEAM!

Innovate, Collaborate and Elevate with AKA!



By joining AKA, you become a part of a community driven by innovation and a vision for a cleaner world, transforming global power utilization and increasing sustainability with cutting-edge technology.

WHO WE ARE

AKA Energy Systems (AKA) is a systems integrator that offers innovative energy solutions to various industries. With a team of electrical, mechanical, software, and automation engineers, we...

- **DEVELOP,**
- **BUILD,**
- **TEST,**
- **DEPLOY, and**
- **MAINTAIN**

Power systems in marine and offshore industries, microgrids and renewable energy technologies in land-based industries. We operate from offices located in Canada, the United States of America, Europe, and Asia, with teams deployed around the world. Engineering, Manufacturing, and Services are based primarily in our Prince Edward Island facilities.

We prioritize caring for one another, our communities, and the environment. Our goal is to create a significant and positive global impact through the development, advancement, and commercialization of technologies that enhance safety, promote environmental cleanliness, and improve overall well-being.

OUR COMMITMENT TO YOU

- Creative and challenging work environment immersed in cutting-edge technologies
- Working with experienced cross-functional teams in a globally renowned company
- Flexible working conditions and exciting travel opportunities
- Continuous training, and professional and personal development
- Opportunities to learn and work across a wide array of projects and engineering disciplines
- Competitive compensation package, including attractive group benefits.



Ahead of the Current. Local Presence. Global Reach.

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**NOW HIRING
CAREERS AT AKA**

GENERAL MANAGER

Employment: Full Time | Reports To: Chief Executive Officer | Location: Poole's Corner, PEI

ABOUT THE ROLE

The General Manager (GM) is responsible for overseeing all aspects of the organization's operations, ensuring efficient and effective management, and driving strategic initiatives to achieve organizational goals. This role requires a strong focus on leadership, financial management, team development, and customer satisfaction while ensuring alignment with the company's vision, mission, and values. The GM will oversee key disciplines including Sales, Engineering, PMO, Supply Chain & Manufacturing, and Site Activities, ensuring cross-functional collaboration and operational excellence.

POSITION RESPONSIBILITIES LEADERSHIP AND STRATEGY

- Develop and implement strategic plans to achieve business objectives and ensure long-term growth.
- Provide strong leadership, fostering a culture of innovation, accountability, excellence, and continuous improvement.
- Represent the organization in key industry, community, and customer interactions to promote business interests.
- Lead and manage a team of executives and department heads.

OPERATIONS MANAGEMENT

- Oversee daily operations, ensuring efficiency, quality, and compliance with organizational standards.
- Identify and implement process improvements to optimize productivity and operational efficiency.
- Ensure high standards of quality and safety in all operations.
- Ensure adherence to all regulatory, safety, and industry standards.

FINANCIAL OVERSIGHT

- Prepare, manage, and monitor operating and capital budgets to ensure financial health and sustainability.
- Analyze financial data to identify opportunities for revenue growth and cost optimization.
- Approve expenditures and maintain accountability for overall financial performance.

TEAM LEADERSHIP

- Recruit, train, and develop a high-performing team, fostering a positive and inclusive work environment.
- Conduct regular performance reviews, set goals, and provide constructive feedback.
- Encourage collaboration and communication across departments.

CUSTOMER AND STAKEHOLDER RELATIONS

- Ensure the highest levels of customer satisfaction by implementing and monitoring quality service standards.
- Build and maintain strong relationships with stakeholders, clients, and partners.
- Address and resolve customer complaints or concerns effectively.

RISK MANAGEMENT

- Identify potential risks and implement mitigation strategies to protect the organization's interests.
- Ensure compliance with legal and ethical standards across all operations.

FUNCTIONAL OVERSIGHT

- Provide guidance and leadership to Sales, Engineering, PMO, Supply Chain & Manufacturing, and Site Activities teams.
- Ensure alignment between these disciplines to achieve organizational objectives and optimize performance.
- Manage resources effectively to maximize productivity and minimize costs.

- Promote interdepartmental communication and collaboration.

QUALITY MANAGEMENT SYSTEM

- Ensure all operational processes defined in the Quality Management System (QMS) are fully understood by employees, implemented and maintained over time.
- Ensure that all operational policies, procedures, processes and programs are effective and efficient.
- Define/maintain performance metrics (KPI).

POSITION REQUIREMENTS EDUCATION & EXPERIENCE

- Bachelor's degree in Engineering, Business Administration, Management, or a related field. Master's degree preferred.
- Minimum of 10 years of progressive leadership experience, including at least 5 years in a senior management role.
- Experience in the electrical system integration industry is preferred.
- Experience working with a technical team of engineers, technicians, automation specialists, etc. is considered an asset.
- Experience in the marine industry is considered an asset.
- Demonstrated success in managing diverse teams and achieving operational and financial goals.

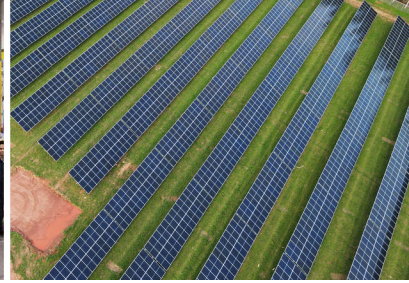


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LOCATIONS
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KNOWLEDGE & SKILLS

- Strong strategic thinking and decision-making abilities.
- Proven expertise in financial analysis, budgeting, and resource management.
- Ability to lead and inspire teams in a dynamic environment.
- Proficiency in industry-specific software and tools.
- Considerable knowledge of operational processes and concepts.
- Ability to manage a diverse workload while prioritizing time and resources to meet deadlines across multiple projects.
- Leadership and good client and interpersonal skills.

COMMUNICATION

- Ability to communicate complex issues clearly and credibly with widely varied audiences, handle difficult on-the-spot questions, overcome resistance and secure support for ideas or initiatives through high impact communications.
- Strong oral and written communication skills, including presentation skills (MS Visio, MS PowerPoint) and an interest in coaching, supporting, and encouraging others to exceed expectations through strong leadership and teamwork.



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