



## ACCOUNT MANAGER - PRIVATE LABEL

<b><u>Company:</u></b>	<b>Thomas, Large &amp; Singer Inc.</b>
<b><u>Location:</u></b>	<b>Markham, Ontario</b>
<b><u>Industries:</u></b>	<b>Consumer Packaged Goods, Logistics, Distribution, Private Label, Industrial Ingredients</b>
<b><u>Job Type:</u></b>	<b>Full Time Employee</b>
<b><u>Years of Experience:</u></b>	<b>2-5 years</b>
<b><u>Education Level:</u></b>	<b>University</b>

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### **Job description:**

Thomas, Large & Singer Inc. is a leading provider of comprehensive value chain solutions to leading consumer packaged goods brands in the Canadian market as well as sales services to private label and industrial ingredient manufacturer's.

Our dynamic team is growing. Currently we require the services of a strong **Account Manager**. Reporting directly to the Vice President of Private Label, the Account Manager is responsible for working in partnership with our clients to manage an existing portfolio of clients and grow the portfolio both in net sales with existing clients, as well as bring on new clients for the organization. This position works closely with our internal supply chain, credit/deduction management and finance teams as well as external retailers and suppliers with the territory encompassing the Canadian market.

### **Responsibilities include:**

All of the above duties will be carried out while managing to set budgets. Autonomy will be given to manage and leverage the tools provided to meet clearly identified goals. Individuals will be required to:

- Work closely with retailers and suppliers (manage & develop reporting/trackers/communication)
- Travel to visit clients for meetings and presentations
- Manage existing portfolios and grow business within the portfolio
- Profitably grow net sales in private label business
- Manage annual sales budget forecasting
- Deduction management for clients
- Trade spend budgeting, management and continuous improvement

- Develop and manage relationships with retailers and manufacturers

#### **Required Skills:**

- 2-5 years of experience in consumer packaged goods sales management and retail, **preferably working with private label experience** (progressive roles)
- Bilingual in French and English is a strong asset
- Experience calling on top tier Canadian retailers
- Proven record of success in growing and managing sales
- Excellent presentation and communication skills
- Good organizational, communication and time management skills
- University degree
- Driver's License and access to a vehicle
- Some travel required
- MS Office including Excel, PowerPoint, Word & Outlook
- Host client on market visits & lead 'Quarterly Business Reviews' with clients

#### What's In It For You...

- **Great team** dynamic and tight knit company culture. One of the most important factors in choosing your next role is the people you work with and our people are AWESOME!
- **Flexible work environment.** Ability to work from home 2-3 days per week.
- **Competitive compensation package** (salary & bonus). We get it – money isn't everything, but it's still a very important factor.
- **Benefits** – Health & Dental, Life Insurance, Disability Insurance, Parameds – Massage!
- **Pension Matching** (after 1 year – employees put in 5% and TLS matches with 5%)
- **Tuition and professional fees** reimbursement.
- **Summer Hours Program** – who doesn't want to leave early on Fridays to spend more time with friends and family while the sun is shining.

**To apply for this position please send your resume to: [HR@tlscanada.com](mailto:HR@tlscanada.com)**

We thank all applicants for their interest, however, only those selected for an interview will be contacted.

*Thomas, Large & Singer welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.*

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#### **About Us**

Thomas, Large and Singer Inc. provides Canada wide consolidated distribution services to many leading brands. Combined logistics allows these brands to take advantage of TLS' warehousing and freight synergies while the brand owner maintains control of their pricing, sales and trade marketing plans. TLS' proprietary IT systems allow each brand owner real time control of their strategies in the Canadian market. Complementing our value chain services are TLS' branded broker management services that act as a manufacturer's National sales leader in Canada, supporting the manufacturers stated in-market goals

and objectives through the support of a branded sales broker. TLS also provides sales brokerage services to companies wishing to supply private label products to Canada's retail grocery chains as well as industrial ingredient sales to relevant industrial manufacturers. TLS has been servicing the needs of the Canadian consumer for over 100 years.

To find out more, please go to our website [www.tlscanada.com](http://www.tlscanada.com)