



BUSINESS DEVELOPMENT MANAGER

<u>Company:</u>	Thomas, Large & Singer Inc.
<u>Location:</u>	Markham, Ontario
<u>Industries:</u>	Consumer Packaged Goods, Logistics, Distribution, Private Label, Industrial Ingredients
<u>Job Type:</u>	Full Time
<u>Years of Experience:</u>	5-7 years
<u>Education Level:</u>	University or College

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 branded, private label and industrial ingredient manufacturer's.

Our dynamic team is growing at TLS. Currently we require the services of a strong ***Business Development Manager*** to join our team for a 14-month contract. Reporting directly to the Vice President of Sales Management, the Business Development Manager is responsible for working in partnership with our clients to develop and execute sales and marketing strategies in the Canadian market. This position works closely with our clients; TLS supply chain and finance teams as well as external sales broker partners with the territory encompassing the Canadian market.

Responsibilities include:

Within the Canadian marketplace the Business Development Manager will be responsible for developing and executing sales strategies built in conjunction with client partners with the goal of profitably growing the business in both dollars and market share. Execution will be done in partnership with external national sales brokers, reporting to the candidate. Calling on select Customers directly as well may be required. Management of displays (including development) and marketing programs is also expected, along with managing retail merchandising initiatives to maximize visibility and drive sales. Development of the Food Service Channel may also be required. All 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.

- Develop and execute client sales strategies in the Canadian market
- Work closely and direct broker sales partners (Manage and develop reporting/trackers/communication)
- Profitably grow share, distribution, and net sales
- Work closely with clients as main point of contact within the Canadian market
- Manage annual sales budget forecasting and production/inventory communication process
- Display development and merchandising execution planning and oversight
- Deduction management and follow-up with brokers & retailers
- Trade spend budgeting, management and continuous improvement
- Develop retail and sales broker incentives

Qualifications:

- 5-7 years of experience in consumer packaged goods sales management (progressive roles)
- Experience with Client and Broker Management
- Proven record of success in growing sales while managing trade spend
- Working knowledge of category management techniques (build story by analyzing, assessing, and acting on insights)
- Excellent presentation and communication skills
- Good organizational and time management skills
- University degree
- Driver's License
- Moderate travel required (including US) for client meetings as well as sales appointments
- MS Office including Excel, PowerPoint, Word & Outlook
- Host client on market visits and lead 'Quarterly Business Reviews' with client

Desired Skills:

- Working knowledge of Nielsen MarketTrack, IRI
- POS data software: IRI, Ldia, Retail Link Aztec
- Sales broker relationship management
- Customer marketing experience

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 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.

Interested candidates may apply with their resume and salary expectations to 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.

About Thomas, Large & Singer Inc.:

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. 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