**eCommerce KEY ACCOUNT MANAGER**

**Company: Thomas, Large & Singer Inc.**

**Location: Markham, Ontario**

**Industries: Consumer Packaged Goods, Logistics, Distribution, Private Label, Industrial Ingredients**

**Job Type: Full Time Employee**

**Years of Experience: 3+ years**

**Education Level: University**

**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 branded manufacturers.

We are seeking a highly driven and strategic **eCommerce Key Account Manager** to join our Amazon Sales Team. In this role, you will be responsible for managing our national Amazon account, driving promotional and commercial strategy, and executing a robust growth plan. Reporting directly to the **Director of eCommerce**, you will serve as the primary liaison to Amazon Vendor Services and collaborate across internal and external teams to deliver best-in-class performance, revenue growth, and market share expansion. This role requires deep expertise in eCommerce, strong analytical acumen, and cross-functional collaboration across performance marketing, data analytics, finance, content, operations, and supply chain. This role will be based out of our Markham office.

**Responsibilities include:**

* Develop and execute strategic account plans for assigned key account, including identifying growth opportunities, setting account objectives, and establishing sales targets.
* Build and maintain strong relationships with key decision-makers and influencers within the retailers’ organizations across all levels of management, understanding their business objectives and challenges. Proactively address customer needs, resolve issues through regular communication and effective problem-solving.
* Collaborate closely with internal teams, including sales, marketing, finance, customer service and supply chain to ensure effective delivery of solutions and seamless customer experience.
* Identify and pursue new business opportunities within existing key accounts, leveraging your understanding of their business and industry trends.
* Negotiate contract renewals, manage trade spend efficiently, ensuring favorable terms and mutually beneficial agreements.
* Maintain accurate and up-to-date account records, including sales activities, pipeline management, within our Exceedra systems.
* Stay updated on industry trends, market dynamics, and competitor activities, providing insights and recommendations to internal teams and clients.
* Plan annual promotional activities, while continuously looking to maximize ROI.

**Required Skills:**

* 3+ years of relevant experience in eCommerce sales, national account management, or Amazon Vendor Central management.
* University degree in related field
* Proven record of success in managing sales and executing Amazon growth strategies (AMS, A+ Content, VCP, FBA, etc.).
* Excellent presentation, interpersonal, and communication skills
* Strong organizational and time management skills
* Strategic thinking and problem-solving abilities, with a proactive and results-oriented approach
* Competitive spirit – the successful candidate will have a go-getter mentality in identifying and pursuing growth opportunities.
* Experience working with tools such as Keepa and Jungle Scout.
* MS Office including Excel (Must be proficient with Vlook-ups, Pivot Tables, “if” calculations, etc. Must have the ability to dissect large data files through retail portals and summarize as executive summary for the NAM), PowerPoint, Word & Outlook

**What Is 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 by email to Human Resources, HR@tlscanada.com with your resume and salary expectations.

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.*

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