



DIRECTOR OF BUSINESS DEVELOPMENT

Company: Thomas, Large & Singer Inc.

Location: Markham, Ontario

Job Type: Full-Time

Experience: 7-10 years

Education: University

Job description:

Thomas, Large & Singer Inc. is a top provider of sales services for private label and tier one brands as well as offering comprehensive value chain solutions to leading consumer packaged goods brands in the Canadian market.

TLS's dynamic team is expanding, and we're on the hunt for a powerhouse Director of Business Development. Reporting directly to our VP of Business Development, this role is pivotal in crafting and executing bold sales and retail strategies for the Canadian market. They will collaborate closely with our VP, sales team, clients, and TLS's supply chain and finance teams, as well as external sales broker partners. This role must be ready to make a significant impact and be part of a team that will assist in building a strong sales system.

Summary of Duties and Responsibilities:

Within the Canadian marketplace, the Director of Business Development will be responsible for developing and executing sales strategies built in conjunction with client partners and internal sales team 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. They may also be responsible for calling on select Customers directly. Management of displays (including development) and marketing programs is also expected, along with managing retail merchandising initiatives to maximize visibility and drive sales. 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.

- Develop and execute client sales strategies in the Canadian market
- Work closely and direct broker sales partners (manage and develop reporting/trackers/work-withs/store visits)
- Profitably grow share, distribution and net sales

- Work closely with clients as main point of contact within the Canadian market regarding retail coverage
- 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
- Assist in hosting the client on market visits and lead 'Quarterly Business Reviews' with both internal and external stakeholders

Key Qualifications:

- 7-10 years of experience in consumer-packaged goods sales management (progressive roles)
- Experience calling on top tier Canadian retailers
- Proven record of success in growing sales while managing trade spending
- Experience in confectionary category preferred
- 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, sales appointments, trade shows
- MS Office including Excel, PowerPoint, Word & Outlook
- Comfortable working with cross functional teams both internally, and externally
- Strong numeric literacy – "Retail math"

Desired Skills:

- Working knowledge of Nielsen MarketTrack (Answers Desktop), PowerBI
- POS data software: Tableau, Toolbox, Retail Link
- 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 2-3 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.

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. Accommodation is available on request for candidates taking part in all aspects of the selection process.

About Thomas, Large & Singer Inc.

Since 1912, Thomas, Large & Singer has been a preferred buy-sell distributor in the Consumer-Packaged Goods industry for many Canadian and international clients. Over the past century, the company has developed expertise in all facets of the industry from national logistics and warehousing to order-to-cash, trade promotional control solutions, broker management and sales agency of private label and industrial ingredient solutions.

To find out more, please go to our website www.tlscanada.com