



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. Reporting directly to the **Director of eCommerce**, the eCommerce Key Account Manager is responsible for managing the national Amazon account, driving promotional and commercial strategy, and executing a robust growth plan. This position requires deep expertise in eCommerce, strong analytical acumen, and cross-functional collaboration across performance marketing, data analytics, finance, content, operations, and supply chain.

Responsibilities include:

- Develop and manage relationships with TLS's key Amazon client accounts, and brand specialist (manage & develop reporting/trackers/ communication)
- Own and manage all Amazon-specific activities including PO review, selection, inventory management, content, and core services execution.
- Financial planning includes sales forecasting, trade spend management, demand planning, and POS analysis.
- Development of a promotional calendar and execution of promotional strategies (Coupons, Deals, Tent Pole Events) to maximize ROI and profitability.
- Analyze category and competitor performance to inform decisions and identify opportunities or risks in real time.

- Collaborate closely with internal and client's teams across marketing, finance, operations, and supply chain to ensure flawless execution of account plans and strategic initiatives.
- Coordinate with outside agencies on search, DSP, and media performance to support key brand and growth objectives.
- Provide regular reporting on shipments, trade expenditure, forecasting, sales calls, and financial KPIs.
- Leverage POS insights, market share data, and performance dashboards to create actionable insights and drive decision-making.
- Monitor trends across Amazon and other eCommerce platforms to proactively adapt strategy and recommend innovations.
- Develops and optimizes Amazon Ads (AMS) campaigns, analyzes performance data, and delivers strategic recommendations aligned with client goals.

Required Skills:

- 3+ years of relevant experience in eCommerce sales, national account management, or Amazon Vendor Central management.
- University Degree or equivalent experience
- Proven success in developing and executing Amazon growth strategies (AMS, A+ Content, VCP, FBA, etc.).
- Excellent organizational, communication, interpersonal, and time management skills
- Advanced user of MS Office including Excel, PowerPoint, Word & Outlook, and sales analytics tools such as Exceedra and Tableau.
- Proficient in data analysis and financial modeling with the ability to translate insights into strategy.
- Experience working with tools such as Keepa and Jungle Scout.
- Background in CPG, retail or technology is preferred.
- Experience working across multiple marketplaces or international eCommerce platforms (e.g., US, UK, EU) would be an asset.

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.
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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.

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