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## Sales and Business Development Manager, Specialty Products Montreal, QC.

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### Overview

Reporting to the General Manager, Sales the Business Development Manager's prime responsibility will be to identify new business opportunities, allowing our client to diversify their products. In addition, the incumbent must be a strong relationship builder, enabling the company to develop new specialty cardboard niches within their market.

As an industry leader widely recognized for its exceptional products, our client manufactures 100% recyclable, customized packaging solutions. With a focus on personalized customer service, cost-efficiency and on-time delivery, they take pride in providing innovative packaging products that exceed their customers' expectations.

### What you will do:

- Perform market analysis to identify new business opportunities.
- Achieve global growth / diversification objectives and implement strategies to achieve them.
- Ensure timely delivery of business solutions in accordance with customer needs and objectives.
- Collaborate with various departments to ensure the smooth implementation of the project.
- Work closely with the product diversification department to provide technical presentations to potential customers and / or existing clients.
- Remain abreast of the market, industry and projects of your clientele in order to propose an action plan for the growth of the company and the development of its strategic objectives.
- Establish sales forecasts.
- Actively participate in the strategic product diversification group for the plant.

### Skills & Qualifications

- Actively participate in the strategic product diversification group for the plant.
- Ability to quickly connect with others and build strong and lasting relationships of trust.
- At ease with navigating in a changing and uncertain environment.
- Rigor, comfortable in the delivery of deadlines.
- Ability to lead by influence.
- Innovative thoughts.
- At ease in communicating with different stakeholders: managers, colleagues, employees.
- 10 to 12 years of experience in a similar position.
- University degree or relevant experience.
- Knowledge of the carton industry or experience in a related industry ("B to B").
- Experience in the pulp and paper field.
- Experience in formulating market analyzes.
- Bilingualism (English, French), both oral and written an asset, English a must.
- Ability to travel as 50% of the time.

### Why Join?

**The organization.** Leader in his field with a mission to develop solutions of remarkable quality, while considering the environment.

**The role.** Opportunity to have a direct impact and contribute to the growth of the business of the specialized product line.

**The people.** Join a motivated and committed team, whose pride is in offering exceptional products and services.



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### Your Next Steps

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