
USA Sales & Business Development Manager

USA (multiple locations)

Overview

The USA Sales & business development manager will have primary responsibility for increasing our US market sales volume. Working with the existing sales team in Brampton and LaSalle, he must actively develop and implement a comprehensive US sales and marketing strategy, aligned with the strategic plan of the company. He remains responsive to US customer needs and, working with the Technical Representatives of each site, ensures customer satisfaction, taking into account our manufacturing capacity and our profitability targets. His ultimate goal is to develop and grow US customer relationships and US sales in order to meet our integration strategy in the US market.

What You Will Do

- Plan, manage and administer the end to end process of selling corrugated packaging products in the US Market, including prospecting, establishing sales goals, developing and maintaining relationships with customers and prospects, and updates Customer Relationship Management information with rigor;
- Develop and leads a sales and marketing strategy, focusing on the competitive advantages and the technical attributes of our light weight high strength corrugated packaging products;
- Establish and update a sales and client prospecting strategy;
- Negotiate and renew contracts with customers;
- Maintain relationships of trust with customers;
- Maximize our selling prices while respecting production costs in relation to competitive market conditions;
- Review prices as a result of fluctuations in the cost of raw materials or market pressures;
- Develop and maintain business relationships with targeted industries associations to understand their issues and explore new US Market opportunities;
- Perform other tasks as assigned by the supervisor.

Skills & Qualifications

- Bachelor degree in Management or marketing, or related experience;
- MBA is an asset;
- 15 to 20 years of relevant experience in sales/business development strategy in corrugated packaging;
- 3- 5 years as General manager of a US corrugated packaging plant an asset;
- Greenfield construction &/or box plant design and start-up An asset;
- Strong ability to influence, persuade and negotiate. Excellent interpersonal, communication and customer relationship management;
- Ability to quickly learn the key issues and challenges in various industries, including those related to their manufacturing process;
- Strong skills in planning coordination and technical project management in collaboration with the teams in Brampton (Toronto) and LaSalle (Montreal);
- Dynamic, accountable, curious, independent; driven by challenges. Excellent adaptability, creativity and flexibility;
- Available to travel for business throughout North America.



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Why Join?

The Organization. An innovative organization with demonstrated leadership in multiple industry sectors.

The Role. Opportunity to have a direct impact and contribution to the growth of the specialty product line business.

The People. Join a dynamic team of professionals and experts in their field.

Your Next Steps

Email your resume in **word format** to gtremblay@radarhh.com. Please quote **project #106727** in the subject line. radar promotes the highest standards of integrity and principles of quality, diversity, equity, and ethical practice. We thank all those who submit their résumés. Only those selected for further consideration will be contacted.

