

Join a dynamic team in the areas of **WORK CLOTHING** and **PROMOTIONAL ITEMS**.

## **SALES & BUSINESS DEVELOPMENT DIRECTOR**

Reporting to the CEO, you will be responsible for supervising the representatives and for growing sales for the JAMES HARVEST, BAG FIRST, PROJOB and GANT LAURENTIDE divisions and brands by demonstrating leadership and developing strategies adapted to the territory, the context and the clientele served.

## **RESPONSIBILITIES**

- Determine, in collaboration with the CEO, the annual sales objectives for each of the divisions and brands under his responsibility;
- Develop, implement and monitor strategies to achieve these objectives;
- Collaborate with the Marketing team to innovate in sales and marketing strategies;
- Stay abreast of trends, novelties and opportunities in the market;
- Supervise a team of fifteen representatives on the road in Canada;
- Recruit, assist and accompany representatives on the road as needed;
- Produce sales reports by representatives, set objectives and track performance;
- Ensure representation for major accounts;
- Represent the company at trade events (in person or online);
- Perform market studies and analysis;
- Collaborate with the operations and product development teams by providing expertise on the sales and business development aspects;
- Participate in the development of the budget for his department;
- Propose and implement solutions to improve the procedures and working methods of his department;
- Support management by demonstrating creativity, leadership and involvement in projects to achieve organizational goals.















# **REQUIRED SKILLS**

- Over 10 years of experience in sales and business development in Canada
- 5 years of experience in managing a sales team
- Knowledge of the field of work clothing and promotional items (a great asset)
- University degree in administration and business development (or equivalent)
- Good computer skills (MS Excel, Word, Outlook, SAP B1)
- Essential bilingualism (FR/EN spoken and written)

- Ability to develop and maintain good working relationships
- Excellent verbal and written communication (clients, companies, colleagues, etc.)
- Strategic vision and leadership
- Great autonomy, judgment and priority management
- Excellent ability to adapt and negotiate
- Be motivated by achieving and exceeding objectives
- Collaboration and team spirit

### WHAT WE OFFER

- Comprehensive benefits program (including group insurance, RRSP, etc.);
- Hybrid working mode;
- Full-time position;
- Very advantageous employee discounts on our products;
- Great freedom in the management of his team and the realization of projects;

### **SALARY**

Base salary commensurate with experience and performance-based commission plan

#### **STARTING DATE**

As soon as possible

## **HOW TO APPLY**

Please send your curriculum vitae to the following address:

stephanie.scherrer@parisglove.com









