Managing Director-Regional Business Unit

The ideal candidate will achieve sound business understanding of products and market in an effort to drive sales and revenue. Ensures all regulatory and legal requirements for the country are met. Responsible for all business activities on a country level with a special focus on sales activities.

This position can be based in Ontario or Quebec

Responsibilities

- Aligns closely with Managing Director - Region to allocate its resources and makes decisions regarding organizations growth.
- Ensures that the entity's operational and financial goals are achieved according to the budgeting plan done by the MD-RBU and approved according to the Group Authorization Matrix.
- Leads and coordinates the efforts of a team and ensures people development in order to prepare them for future challenges to be successful in the business and to secure the succession plan for the organization.
- Ensures the running of all business and administrative processes in order to meet all legal and corporate requirements including health and safety.
- Oversees, monitors and evaluates the operational performance in order to meet the budget plan.
- Identifies growth, opportunities, monitors medium to long-term business trends/outlooks, identifies and develops optimal revenue models, sales/distribution channels and pricing in order to set actions/counter actions according to changing market environment.
- Researches and analyzes industry and competitive trends to identify growth opportunities to secure the future business and success of the country.
- Identifies and prioritize product and service improvement opportunities and creates plans for implementation in close cooperation with the departments and interfaces needed.
- Characterizes potential risks and specializes in operational risk in order to act in time to prevent the country from financial loss.

Qualifications

- Bachelor's degree or equivalent in related area
- 5+ years of management experience
- Ability to travel
- Must be Bi-lingual French and English
- Located in either Ontario or Quebec
- Have knowledge of the feed/feed additive business
- Have strong sales skills
- Have a proven record of building and leading high performing teams
- Have a demonstrated ability to develop country level strategies for companies
- Of the highest ethical and moral standards
- Must be legally authorized to work in Canada

Please apply via: https://career.erber.group/career