

National Industry Development Manager - CASE

Location: Dorval, QC or Toronto, ON

Purpose:

Responsible for the maintenance of a strong relationship with assigned suppliers in the CASE Industry.

What you will do:

- Maintain effective relationships with assigned suppliers and participate as a liaison for Vendor/field relations
- Prepare and update the annual industry plan with quarterly review on a regional basis
- Develop and utilize sales techniques for specialized products and expand product solutions and offerings
- Act as a technical resource for inquiries relating to our products
- Plan marketing, branding objectives and trade show participation
- Oversee creation and delivery of press releases, advertisements, and marketing material
- Keep abreast of product/industry trends to suggest directional business and strategy recommendations
- Negotiate contracts with vendors to manage product distribution, establish distribution networks and develop distribution strategies
- Establish industry needs and set objectives for growth
- Identify and co-ordinate new product/supplier needs
- Make joint sales calls with Sales Representatives and provide technical information to Sales Representatives and customers
- Direct technical information through suppliers
- Other duties as required

What you will require:

- University degree in a related field (i.e. chemistry, coatings & adhesives) and six (6) years of sales/supplier relations experience in the CASE industry is required
- Must have knowledge of Coatings, Plastics, and Industrial markets
- Must have strong organizational skills with the ability to work independently, demonstrate initiative and possess strong written and oral communication skills
- Must possess excellent people skills to interface with internal and external customers and suppliers
- Must have strong computer skills

To Apply:

Please send your resume and cover letter to toronto.hr@univarcanada.com and indicate “National Industry Development Manager, CASE” in the subject line of your email. All candidates are subject to a background check. We thank all applicants for their interest in careers at Univar.

About Univar:

Univar Canada is the leading distributor of chemistry and related innovative products and services in Canada. We provide more chemical products and related services than any other company in the marketplace. Our wide distribution network, with locations coast-to-coast, helps guarantee fast, reliable service to Univar's customers.

Safety is our first priority, both the starting point and foundation for all aspects of our global business operations. Safe transport and storage of products, safe operational practices and safe working conditions enable us to protect our employees, customers, suppliers and the environment.

To read more about our successes and what we do, please visit: www.univar.com.