

National Industry Development Manager – Water Treating

Location: Western Canada

Job ID Number: = NIDWC1908

At Univar Solutions, we believe our culture is second to none. Imagine the stability of a multi-national corporation, with the comradery of a start-up. We foster a friendly, welcoming, high-performance environment where every idea and initiative is given the respect and attention it deserves. We're proud to offer our employees:

- Competitive salaries
- Comprehensive Medical/dental benefits
- Industry leading pension plan
- Bonus opportunities
- Paid training and development programs at every level
- Global career advancement and mentoring opportunities
- Education allowance

Our team is successful due to our mix of diverse backgrounds, education, experience and careers, and we are proud to be included on the Alberta Top 75 Employer list and a recipient of Canada's Safest Employer award!

About the position

Reporting to the Vice President of Resource Industries, the National Industry Development Manager for Water Treating is responsible for building and maintaining strong relationships with assigned suppliers in the Water Treating Industry. If you are looking for a challenging role in a team orientated environment and a fast-paced company this is the job for you!

What you'll 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 we would like from you

- University degree in a related field (i.e. chemistry, Engineering, Water Treatment) and six (6) years of sales/supplier relations experience in the Water Treating industry is required
- Valid Driver's License, and clean driving record
- Must have knowledge of Industrial/Municipal water treating 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

What do we do?

Univar Solutions is a leading global chemical distributor of industrial and specialty chemicals, food ingredients and related products and services. Our wide Canadian distribution network, with locations coast-to-coast, helps guarantee fast, reliable service to Univar Solutions' customers. Across North America, Europe, the Asia-Pacific region, and Latin America, our nearly 9,000 employees serve over 100,000 customers, representing nearly every major industry and a highly diverse set of end markets.

Safety is our top priority, the 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

Sounds awesome? Here's how you apply:

Please send your resume and cover letter in Word or PDF format to univarjobs@univarcana.com. Indicate the job identification number in the subject line of your email. Please note; all candidates are subject to background and reference checks. Although we appreciate all applications, only those selected for an interview will be contacted. Thank you for your interest in Univar Solutions.