

VICE PRESIDENT, BUSINESS DEVELOPMENT

Company: International transport company

Location: Montreal

SUMMARY

Reporting to the President, the Vice President, Business Development, will be part of the Canadian Senior Management team. It is expected that the position play a leadership role in Business Development for the entire Canada region. He will also coordinate and align marketing activities and initiatives with the B.D. Corporate team.

Primary Purpose:

The first key objective is to identify, prioritize and target prospective new business opportunities within the existing customer base and new customers. Primary provider of strategic direction to develop the business with profitable acquisitions and investments. Develop and drive strategy for potential major mining or Oil project in Canada.

This will be accomplished through the implementation and execution of short and long-term development strategies.

A detailed knowledge of the industry and transportation needs is required and necessary to develop action plans and coordinate company resources.

ROLES AND RESPONSIBILITIES

Business Development

Lead, plan, establish and maintain sustained and engaged collaborative relationships with current and future customers

- Develop and manage new acquisition opportunities
- Develop financial business models to support the decisions
- Prepare all business memos to present to the Canadian Board of Director for approval of the project
- Provide a national point of view for Canada region expansion
- Participate as an active member of the Senior Management team in the development of overall business line strategy
- Identify opportunities for new distribution channels
- Heads and motivates the team toward business development growth
- Provides budget oversight and adherence for the department
- Ensures that sound Human Resource practices are followed within the department; i.e. recruiting, objective setting, performance management, development planning, performance reviews and employee relations issues management
- Ensures that all activities are in compliance with company policies, procedures and processes, and that regulatory requirements are met
- Other duties as assigned

QUALIFICATIONS

- Bachelor's degree in engineering or Administration or equivalent experience

- Fifteen (10) years professional experience in the transportation industry; at least seven (5) years in a management role.
- Bilingual, French-English
- Direct leadership and supervisory experience in a Group/Team setting
- Exceptional planning and organization skills
- Railway experience is a major asset
- Able to travel within Canada and the United States

Please note that only candidates selected for interviews will be contacted.

CONTACT INFORMATION

Please forward your CV/résumé, in confidence, to SHORE & Associates:
Michel Ohayon: mohayon@shoreassoc.com – 514-878-4777