

CHIEF EXECUTIVE OFFICER

Consumer packaged goods industry, Montreal

SUMMARY

The Chief Executive Officer (CEO) is responsible for the overall vision and mission of the company.

ROLES AND RESPONSIBILITIES

- Conceptualizes and formulates strategic initiatives that further that mission and makes sure that the day-to-day activities of the company support those initiatives.
- Establishes and reviews key strategic priorities and translates them into a strategic plan.
- Monitors and ensures the successful execution of the strategic plan.
- Acts as a resource across the organization to increase broad cohesion for strategic plans.
- Works closely with the senior team to flesh out the short and long-term goals and make sure the company's output falls in line with those goals. Develops an inclusive planning process.
- Assesses the company's many different projects from the products down to the daily administrative activities to make sure they align with the company's goals.
- Drives decision-making to create medium- and long-term improvement while accelerating growth.
- Manages economic and financial viability of the company using management strategies, financial accounting, human resource planning, customer relations, and implementation of new technologies.
- Articulates the company's mission in a clear and concise way that can speak to customers and employees at all levels.
- Develops new business opportunities by leveraging contacts, pursuing new product development, and improving project efficiency.

QUALIFICATIONS

- 20 years of in-depth and comprehensive experience in the consumer packaged goods industry, including:
 - a minimum of 15 years of demonstrated experience as a senior executive in relevant roles in the CPG industry in North America, Latin America, Europe and Asia
 - a minimum of 15 years of P&L responsibility of a \$100M+ business
 - significant experience integrating major acquisitions
 - significant experience in emerging markets
 - significant experience leading R&D activities
 - marketing leadership and expertise
 - product development experience and expertise
- Excellent communication and negotiation skills.
- Willingness to travel extensively.
- Entrepreneurial spirit, team player, dynamic, decisive and cost-conscious leader.
- Demonstrated ability to manage teams across multiple locations/countries.
- Good knowledge of accounting principles, capital planning and financial statements.

CONTACT INFORMATION

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

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