



WECO Electrical Connectors Inc.
Corporate Headquarters
18050 Trans-Canada Highway,
Kirkland, QC, H9J 4A1 Canada
www.wecoconnectors.com

General Manager North America KIRKLAND, QUEBEC

As a member of the executive management team, the General Manager reporting to the President and Chief Executive Officer, will be part of the company's significant growth and acceleration initiatives.

The incumbent in this role should be capable of rapidly assimilating the business and defining a plan that supports the organization's strategic priorities with an emphasis on sales. The GM will develop and execute strategic revenue growth plans for the organization and will provide leadership in order to achieve profit and loss (P&L) targets. The GM will direct the heads of each department to achieve these targets.

Specific responsibilities may include building sustainable growth model through structured go-to-market strategy and sales processes, developing proposal and pitch materials, developing marketing campaigns, developing, and growing the sales pipeline, and maintaining communications with prospective clients. Ultimately, this position is responsible for meeting annual sales, margin and profitability targets established by the corporation.

Apply today and work with a company in pursuit of industry excellence!

hresources@wecoconnectors.com

KEY RESPONSIBILITIES:

DUTIES AND RESPONSIBILITIES:

- Provides leadership and vision to the organization by partnering with all WECO country leaders and the executive management team with the development of long range and annual business strategies / new business opportunities and with the evaluation and reporting of progress on these strategies
- Sets and drives goals for North America
- Supervises and coaches his/her direct report
- Leverage performance management and improvement systems
- Retains and or recruits strong leaders
- Leads through personal example that communicates integrity and consistency in decision-making



- Oversees preparation of reports summarizing progress on short- and long-range plans

Responsible for the effective operation of the following functions:

- Create and maintain revenue growth and gross margin plans for targeted markets by extending the existing client base and spearheading new account development;
- Actively engage in the Sales & Operations planning process to drive superior service results for our customers;
- Prospect and qualify new business opportunities to grow customer base in the North American market;
- Provide detailed sales plans defining the scope of the opportunity, product strategies while timing deliverables and profitability
- Maintain and update sales reports on a regular basis with customer activities
- Oversee and manage North American Sales team, channels and global distribution
- Develop strategic network intelligence channels and distribution to keep abreast of new product development activities, market trends, and pricing alternatives
- When required, select and evaluate distribution and external sales representation organizations;
- Develop and maintain a strong knowledge of the company's broad range of products; and personally acquire, develop, and manage key accounts

QUALIFICATIONS

- Bachelor's degree in engineering, administration or equivalent
- 10-15 years of experience within the manufacturing industry in an international environment or in a similar capacity
- Previous experience in manufacturing with an Electrical/electronic or industrial component is an asset
- Ability to structure and implement strategic plans;
- Proficient with ERP and CRM systems and programs (would be an asset);
- Available to travel (up to 20%);
- English required; French, Spanish, German are considered an asset

OTHER SKILLS REQUIRED

- Proven leadership and ability to drive sales and business development opportunities.
- Mature and energetic, a hands-on leader with business acumen that is motivated by challenges;
- Tenacious at driving sales results and business development opportunities;
- Excellent communicator, negotiator, and innovator with strong people and management skills;
- Ability to analyse complex challenges/situations and develop effective solutions;
- Highly reliable, self-starter with the ability to execute & implement consequential change;



- Adaptable and able to thrive in a continually changing and competitive environment.
- Demonstrated ability to develop, build and maintain relationships, both externally and internally, on an international level in a multi-cultural environment
- Great degree of motivation, patience, resilience and professionalism
- Possesses a positive, goal-oriented point of view
- Team player with a can-do attitude
- Capable, detailed oriented, and with relentlessly high standards

LOCATION

This role is based in Kirkland at WECO's Headquarters