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sales vice-president - trade, broadcasting and other services

Posted by: Charton Hobbs Group

Posting date: 04-Sep-2024 **Closing date:** 03-Mar-2025

Education: Bachelor's degree

Language: English

Job location: Mississauga

Salary: \$61.55 Per Hour

Years of Experience: 3 years

Vacancy: 1

Job Type: Full Time

Job id: RJ6799964

Job description:

Job Details:

Sales Vice-President

Employer:	Authentic Wine & Spirits Merchants Inc./ Authentic (a division Charton Hobbs Group).
Location:	Mississauga, Ontario
Salary:	61.55 hourly/ 40 hours per week
Job Type:	Full Time, Permanent Employment
Start Date:	As soon as possible
Language:	English
Minimum Education:	Secondary (high) school graduation certificate
Position Available:	1
NOC Group:	00014 - <u>Senior managers - trade, broadcasting and other services</u>

As Sales Vice-President for Trade, Broadcasting, and Other Services, you will drive revenue growth by developing and executing strategic sales initiatives. You will lead a high-performing sales team, manage key client relationships, and analyse market trends to optimize sales processes. You will also collaborate across departments, represent the company at industry events, and ensure compliance with industry regulations to meet and exceed targets.

Responsibilities:

Allocate material, human and financial resources to implement organizational policies and programs

Authorize and organize the establishment of major departments and associated senior staff positions

Co-ordinate the work of regions, divisions or departments

Represent the organization, or delegate representatives to act on behalf of the organization, in negotiations or other official functions

Select middle managers, directors or other executive staff; delegate the necessary authority to them and create optimum working conditions

Establish financial and administrative controls; formulate and approve promotional sales campaigns; and approve overall human resources planning

Requirements:

- **Bachelor's degree**

- **Experience: 3 years to less than 5 years**

To apply, please submit your resume ptrivedi@chgroup.ca. We thank all applicants for their interest in this position, however, only those selected for an interview will be contacted.