

## Director Business Development US

Reporting to the Vice President Sales and Product Development, the Director Business Development US will actively contribute to the development and growth of the company's sales for his region. The Director Business Development US is responsible for all actions aimed at business development and sales in his region in order to ensure the company's full growth potential. He is an expert, a development strategist with a very good knowledge of the market. He has strong skills in seizing opportunities, entering into strategic alliances, partnership agreements, both major and essential for the company.

**Mission of the team:** Deliver a unique customer experience, optimize organic growth, innovate, continuously improve our practices, develop and position our private label products, align marketing strategy and integrate a multi-channel communication platform with all our partners.

### Responsibilities – Role of the Position

- Develops new opportunities to increase market share, allowing the company to remain a leader in its industry as well as in other areas contributing to its growth.
- Overall responsibility for strategy implementation and performance of new sales programs.
- Responsible for overseeing national product and pricing strategies, leading private label initiatives and building relationships with customers and suppliers
- Establish & put into action a strong market business plan
- Drive sales and market share growth in Eastern/South Eastern US
- Ability to develop different product lines in order to meet customer needs
- Management accounts and provide customer support
- Prepare sales pitch and present to key customer stakeholders
- Maintain a professional relation at all times with the customers
- Follow up with clients to ensure their satisfaction with delivery, quality and customer service.
- Manage expectations and overcome objections internally and externally
- Maintain a set level of weekly customer visit while maintain all administrative task up to date
- Communicate with operations and logistics on a regular basis
- Report on market insights and competition activities
- On a monthly basis, provide upcoming schedules with sales strategies
- Other duties and projects as requested

### Qualifications and skills

- Hold a bachelor's degree in business administration or other appropriate discipline
- Minimum of 10 years' experience in business development, sales in a corporate role of influence
- Demonstrated success in creating and executing effective sales growth strategies
- Influencer able to lead, build trust and inspire a team to consistently exceed expectations
- An integrity manager who embodies RT Accessories US's values and culture and aligns his actions and words with these values
- Relevant experience in human resources management and people development

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- Strong communication and interpersonal skills
- Leadership, creativity, innovation, passion
- High availability to travel within region
- Mastering the use of computer and office tools relevant to your area of expertise
- Good knowledge and passion for wheels and cars accessories (an asset)

Please forward your resume to [hr@rthibert.com](mailto:hr@rthibert.com)

Only successful applicants will be contacted. The use of the masculine gender was adopted to facilitate reading and has no discriminatory intent. Upon hiring, all applicants must have the right to work in Canada for the full period of work. In addition, the selection process of Thibert, sometimes requires that candidates provide their consent so that they can verify their relevant background to the position. Thibert Inc. could then want to confirm their employment references, education and credentials, verify their previous jobs, identity, criminal offences and driver's license, and obtain a credit report.