

INDUSTRY MANAGER – PULP & PAPER

Job description

Duties include but not limited to:

- Analysis of our position in this market, identifying strengths, weaknesses and opportunities.
- Formulation of marketing / sales plan to increase our sales to this industry.
- Work with sales to implement the above plan.
- Support for the sales team including training, customer visits, and customer presentations.
- Create and maintain a customer reference database.
- Maintain market and competitive information.
- Maintain relations and contacts with the different product factories and provide them with information regarding the requirements of the Canadian P+P Industry.
- Maintain relations and contact with the Corporate P+P Industry Manager.

Qualifications:

- Post secondary technical education, preferably in instrumentation, process control or electronics.
- Computer literacy and working knowledge of Microsoft Office, especially PowerPoint.
- Good knowledge of the processes in P+P plants.
- Good customer relations and presentation skills.
- Knowledge of the ISO 9001 Quality Management System.