

Title: Senior Vice President/GM – Packaging

Location: GTA

The Company: To continue expanding its list of blue chip global accounts, our client has established a new state of the art facility in Ontario with flexible and rigid packaging capabilities targeted towards the pharmaceutical and related sectors.

Role Focus: Reporting to the CEO, the SVP/GM of this new facility will hold full P&L, operational and commercial responsibilities. The SVP/GM will set strategy as well as operational and commercial deliverables for the business and will be tasked with enhancing shareholder value by meeting those stated goals.

Key Accountabilities:

Strategy & Planning

- Develop business strategies and plans, aligned with short and long-term corporate objectives.
- Participate in evolving the strategic vision, mission and direction of the group of businesses, including fostering and cultivating key stakeholder relationships.
- Where possible, align and/or leverage divisional planning and strategy with the strategy and plans of other businesses in the corporate group.

Culture & Staff Development

- Develop and lead a high performing management team, motivating team members through employee engagement to ensure corporate objectives are met.
- Ensure appropriate development and succession plans are in place for key employees and positions to support the long-term growth of the division.
- Develop and nurture a divisional culture that aligns with the core values of the corporation.

Commercial Leadership

- Provide commercial leadership and accountability to the Business Development team, supporting them in securing new accounts and in maintaining relationships with existing clients.
- Build relationships with key customers and business partners based on high level service delivery.
- Provide direction for Sales and Marketing plan development along with associated budgets.

Operational Leadership

- Provide leadership to and accountability to the Operations team. ensuring efficient operation of manufacturing and distribution facilities.
- Ensure compliance with all pertinent laws, regulations and customer requirements across the operation.
- Provide leadership to the support functions.
- Ensure that all requisite quality and compliance processes are in place and that the Quality Management System is being followed.

### Continuous Improvement

- Initiate and lead continuous improvement initiatives, develop key performance indicators to measure and monitor achievement against plan.

### Financial Management

- Oversee the preparation of long and short-term divisional budgets, including the approval of all departmental budgets and the overall divisional budget.
- Lead capital planning activities. Make recommendations and investment decisions that will advance the business and increase profitability. Hold the division accountable for expected outcomes.
- Report on the financial position of the company to Board of Directors.

### strategic initiatives

- Assist in the identification and review of possible acquisition opportunities.
- Identify, business case, and recommend packaging innovation concepts.

### Other

- Represent the division in appropriate industry association groups.
- Monitor market trends, competitor activities and maintain a deep knowledge of the markets and industry.

### Ideal Candidate Profile:

- University degree, Science major preferred.
- Minimum of 10 years of general management experience – ideally in pharmaceutical packaging operations or related.
- Strong relationship development skills.
- Strong analytical skills and detail orientation.
- Strong business and financial acumen.
- Solid technical knowledge pertaining to business operations.
- Strong communication skills, written and verbal.
- Strong organization and prioritization skills.
- Strategic thinker with strong planning skills.
- Proven leadership skills, managing teams at a very senior level.
- Entrepreneurial spirit
- Able to prioritize and handle a large volume of work
- Computer literate (Microsoft Office products).