



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/07

Market Manager - Mississauga

Job ID 79969-en_US-6840

Web Address

https://careers.indigenous.link/viewjob?jobname=79969-en_US-6840

Company Canadian Pacific

Location Mississauga, ON

Date Posted From: 2020-09-16 To: 2050-01-01

Description

- Req ID: 79969
- Department: Sales & Marketing
- Job Type: Full-Time
- Position Type: Non-Union
- Location: Mississauga, Ontario
- Country: Canada
- % of Travel: 20-30%
- # of Positions: 1
- Job Grade: 4
- Job Available to: Internal & External
- Deadline to apply: 09/27/2020

Canadian Pacific is a transcontinental railway in Canada and the United States with direct links to major ports on the west and east coasts. CP provides North American customers a competitive rail service with access to key markets in every corner of the globe. CP is growing with its customers, offering a suite of freight transportation services, logistics solutions and supply chain expertise. Visit cpr.ca to see the rail advantages of CP. For more on our purpose, culture, and strategy, visit cpr.ca/en/about-cp. PURPOSE OF POSITION:

Lead for Merchandise commodity group with responsibility to secure sustainable profitable growth by providing competitive service offerings, encouraging customers to build or expand capacity on our network, and extending our supply chain reach. Commodities managed in group are Lumber & Panel, Pulp & Paper, Aggregates, Metals, Steel, & Food. POSITION

ACCOUNTABILITIES:

- Responsible for all aspects of commodity group, including quoting rates, renewals, strategy, forecasting, reporting and market research;
- Develop, Implement and Review Market Strategies that identify and evaluate market trends and their impact on the business; and develop recommended strategies and initiatives as a result of these market studies. Manages the analysis of strategic issues affecting CP's business including markets, competition, customers, and supply chain partners;
- Support the Line of Business (LOB) in Evaluating and Managing Complex Business Problems by

performing in-depth economic and decision quality analysis of opportunities and strategies to improve yield;

- Lead the Design and Implementation of specific LOB Product Development Activities which provide competitive advantage, customer value and reduced cost to serve opportunities for new or existing business;
- Lead the Management of the LOB specific Contract Calendar and Direct the Preparation of Strategic Contract Renewals, Development of Bids/ Request for Proposal (RFPs), Defining Trading Space;
- Validate and Assess Performance against Annual Plan for LOB Mercury Revenue and Market Outlooks, and recommend actions to deliver to the Revenue and Market Outlooks or to modify the Revenue and Market Outlooks;
- Represent CP as required with Class 1 Partners, Shortlines, Clients, Vendors, Industry or Public as a LOB specific Knowledge Leader.

POSITION REQUIREMENTS:

- University Degree, particularly in Business Administration, Marketing or Economics areas;
- Previous exposure within transportation, supply chain management, distribution, logistics is an asset;
- Solid understanding of the commodity markets, key customers, flows, product elements and attributes is an asset;
- Strong analytical and research skills to support the market understandings, trend analysis, emerging issues and competitive dynamics;
- Ability to articulate corporate objectives and targets through specific revenue and profitability targets that will deliver to annual Revenue Plans, Revenue Cost Ratio targets and growth targets;
- Strategic planning skills;
- Critical thinking abilities;
- Financial acumen and ability to conduct financial and business analysis;
- Excellent Microsoft Excel skills to support analytics;
- Strong relationship building skills, ability to prioritize key functions, accountabilities and make informed decisions in an expeditious fashion within the multi-year time horizon;
- Strong communication, influence and persuasion skills, specifically to articulate business group annual and multi-year strategies, frame progress and results;
- Ability to set and meet deadlines;
- Strong sense of urgency.

WHAT CP HAS TO OFFER:

- Flexible and competitive benefits package
- Competitive company pension plan
- Employee Share Purchase Plan
- Performance Incentive Program
- Annual Fitness Subsidy

ADDITIONAL INFORMATION:As an employer with national presence, the possibility does exist that the location of your position may be changed based on organizational requirements. Background

Investigation:The successful candidate will need to successfully complete the following clearances:

- Criminal history check

- Reference check

Management Conductor Program: Becoming a qualified conductor or locomotive engineer is the single best way for a management employee to learn the business at CP. You may be required to obtain a certification or to maintain your current certification/qualification as a conductor or locomotive engineer. CP is an equal opportunity employer committed to the principles of employment equity and inclusion. We welcome applications from all qualified individuals. All applicant information will be managed in accordance with the federal Personal Information Protection and Electronic Documents Act ("PIPEDA").

For more information, visit [Canadian Pacific for Market Manager - Mississauga](#)