



# 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

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# Job Board Posting



Careers.Indigenous.Link

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## Business Development Manager

<b>Job ID</b>	<b>80-72-AD-D1-00-27</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=80-72-AD-D1-00-27">https://careers.indigenous.link/viewjob?jobname=80-72-AD-D1-00-27</a>	
<b>Company</b>	Yaya Foods Corp.	
<b>Location</b>	Toronto, Ontario	
<b>Date Posted</b>	From: 2020-09-14	To: 2021-03-13
<b>Job</b>	Type: Full-time	Category: Manufacturing
<b>Job Start Date</b>	As soon as possible	
<b>Job Salary</b>	\$49.35/hr	
<b>Languages</b>	English & Arabic	

### Description

To support in developing new business opportunities in Food & Beverage production and distribution and implementing commercial strategies that results in business growth, community engagement and revenue generation.

#### Job Description

- Working from Canada and Qatar, seek potential investors in Qatar who are interested in investing in Food and Beverage.
- Develop new and creative initiatives and projects in Food and Beverage based on the traditional and cultural food and beverage in the middle east.
- Lead in building and maintaining relationships with key accounts and potential external stakeholders & boost their interest.
- Manage and plan for new projects and products through understanding the local market.
- Focus thru understating the local and regional market, and international business.
- Discover and explore opportunities through observing industry trends and support in introducing growth strategies that enhance sales, and customer experience.
- Work and collaborate with cross-functional sales and operation teams in Canada on projects to ensure successful and low-risk implementation of activities.
- Support in developing sales and marketing strategies that are comprehensive enough to influence and increase target markets.
- Support in assessing outcomes against set of business objectives thru analysis and reports

### Experience

- 15+ years of full-time work experience in Qatar in Finance, Business Development, Accounting, or related fields.
- Must be willing to relocate to Canada and travel to Qatar and the Middle East as required.
- Demonstrated ability to work confidently and collaboratively with internal and external stakeholders
- Excellent interpersonal communication, negotiation, and presentation skills

- Excellent planning, project management, and time management skills
- Excellent writing skills with the ability to draft and edit a variety of written reports and communications and to articulate ideas clearly and concisely; Arabic proficiency is a must.
- Proficiency in MS Office applications

### **Education Requirements**

- Bachelor's degree in a Business, Finance, or Accounting

### **Work Environment**

: Permanent, Full time 30 to 40 hours / week

### **Other**

#### **ABOUT YA YA FOODS :**

Ya YA Foods Corp. is a dynamic beverage and liquid food manufacturer. With over 30 years experience, we have evolved into a versatile manufacturer and co-packer of a variety of low acid beverages, high acid beverages and liquid food items.

We manufacture and co-pack products for mid-size to large global multi-national companies. Today, our product lines include juices, broth, plant-based beverages, sports drinks, dairy based drinks, and smoothies. Our 13 automated production lines process more than 310 millions units every year.

We are a family owned Canadian business and we instill pride in everything we do. Our operations are successfully growing, and we are looking for new talents to reinforce and develop our business. Apply today and be a part of our team, delivering exceptional manufacturing services and food products to top-notch clients all across North America.