Wholesale Trade Manager

Job ID
10694

Graphics International Group Inc.

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LOCATION	DATE POSTED	EXPIRY DATE
Unit 2, 2350 Cawthra Road, Mississauga, ON| Ontario	02-09-2026	01-03-2027

TYPE OF JOB	SALARY	MIN. EXPERIENCE	MIN. EDUCATION
Full Time	CAD 43.5/hour	3 years to less than 5 years	College/CEGEP

Job Details

Company operating name: Graphics International Group Inc.
Business address: Unit 2, 2350 Cawthra Road, Mississauga, ON, L5A 2X1
Title of the position: Wholesale Trade Manager
No. of vacancies available: 1
Terms of employment: Permanent position
Hours of work per week: 35 hours/week (full-time)
Wage: $43.50/hour
Language of work: English
Location of work: Same as business address

Job Duties:
- Plan, direct, control and evaluate the day-to-day operations of the company's wholesale distribution business in Canada.
- Supervise and coordinate the work of employees and contracted service providers, assign duties, set performance objectives and evaluate results.
- Study market research and industry trends to determine customer demand, potential sales volumes and the effect of competitors' operations on sales.
- Determine the machinery, spare parts and technical services to be offered, and implement pricing and credit policies.
- Source and negotiate with equipment manufacturers and other vendors to procure products for resale, including purchase terms, delivery schedules and after-sales support.
- Develop and implement marketing and business development strategies to expand the customer base in Canada and North America.
- Plan budgets, authorize expenditures and monitor revenues, inventory levels and accounts receivable.
- Coordinate import shipments and shipping documentation with suppliers and customs brokers so that products for resale are delivered on schedule and in compliance with Canadian import requirements.
- Evaluate and improve customer service, and resolve customer requests, complaints and warranty issues.
- Address staffing requirements, including the hiring, training, development and retention of employees.

Skills requirements:
- Education: College diploma or university degree;

- Experience: Minimum 3 years of progressively responsible experience in wholesale, distribution or industrial sales management;
- Excellent English communication skills, both written and verbal are essential;
- Working knowledge of import/export documentation, Incoterms and supplier negotiation is required;
- Work under pressure in a fast-paced environment
- Willing to travel occasionally within Canada and internationally

Graphics International Group Inc. is a Mississauga-based supplier of screen printing, UV printing, decorating and labelling machinery for bottles, tubes, caps and containers, serving the pharmaceutical, cosmetics, personal care, food and beverage, and industrial packaging sectors in Canada and the United States. In business since 1981, GIG also supplies spare parts and provides technical support and machine retrofitting to its customers. We are looking for an experienced Wholesale Trade Manager to lead our Canadian wholesale operations, build our supplier and customer relationships, and grow our business across Ontario and the rest of Canada.

Contact information:
If you are interested in this position, please email your resume to grace@graphics-ig.com

Important note:
- Please indicate your immigration status (e.g. citizen/PR/Work Permit etc.) in your application email,
- Please indicate where you find this job posting in your application email.

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