



Open Some Doors On a Lucrative New Opportunity ?

Channel Directors and Managers

The Opportunity

Are you looking for a dynamic career opportunity to utilize your proven business development experience and expertise, as well as your strong sales, channel, and account management skills, in order to make an immediate impact on a company's business results and benefit from the potential to earn an above-average income?

Renin Corporation is currently seeking results-driven, highly motivated, dedicated, hardworking, versatile, flexible, business-savvy, aggressive, and highly professional Channel Directors and/or Managers to help grow Renin's current business for the wholesale and/or retail channels in the US and Canada.

Renin is a multimillion-dollar business, with its global head office located in Brampton, Ontario, Canada. Renin is an innovative manufacturer of door systems and hardware, as well as wall decor for the retail, wholesale, commercial, OEM door manufacturer, and door fabricator channels of distribution.

General Responsibilities

The individuals will be responsible for the effective identification, blueprinting, analysis, and segmentation of new and/or underdeveloped customers/national accounts in the wholesale and/or retail channels in order to carefully pursue only the most viable opportunities.

Utilizing Renin's internal sales process methodology and practices, the individuals will develop and implement the most effective sales/marketing approach and strategies/tactics for capturing "Gap" customers/accounts, achieving increased distribution and market share gains, and attaining approved annual gross sales revenue and profit targets.

The individuals will initially focus on profitably expanding Renin's product line in the US and Canadian wholesale and/or retail channels of distribution. The individuals may also be required to manage any new national accounts that they have personally developed, until the account(s) evolve and/or can be properly transitioned to be managed by a Renin National Account Manager.

Primary Responsibilities

- Achieve annual market share and distribution gains, as well as gross sales and profit targets for assigned channels and/or customers in various wholesale and/or retail channels.
- Be responsible for utilizing and adhering to Renin's proprietary sales process methodology, all customer/account management practices, and the proper implementation and ongoing use of all required sales process support tools to achieve desired results for the business development role.

- Write, present, and gain approval for the annual internal business plan for the business development function by utilizing the provided and pre-approved Renin business plan template.
- Develop internal business recommendations (IBRs) and PowerPoint presentations for Renin's senior management and marketing personnel regarding the need to develop potential new and innovative products and services that are required to capitalize on sales and profit growth opportunities.
- Develop in-depth product assortment and merchandising plans, as well as executional strategies and tactics for approved, targeted "Gap" customers/accounts.
- Contact and manage the required levels of management within targeted "Gap" accounts to schedule appointments and/or meetings to conduct needs assessments, blueprinting, and profiling efforts, present capability presentations and price- or solution-based business proposals, and negotiate product listings, volumes, promotions, pricing, terms, and conditions in order to achieve annual gross sales revenue and gross profit margin targets.
- Develop and continually foster positive business relationships with all relevant senior executives, merchants, merchandising assistants, buyers, analysts, and cross-functional staff within the customer/account buying centres.
- Achieve and maintain a working knowledge of Renin's full product line, services, marketing programs and strategies, product ordering, warehousing, and operations and logistics procedures, as well as any product return policies as they relate to newly developed customers/accounts.
- Identify, propose, and manage appropriate new product listings, pricing strategies, sales programs, and promotional activities in order to fully optimize business results with "Gap" customers/accounts.
- Design and utilize the necessary internal reports to analyze results and make the necessary adjustments to listings and sales/marketing programs as may be required for new "Gap" customers/accounts.
- Develop and implement category management expertise/insights, processes, and procedures that may provide differentiated value to potential "Gap" customers/accounts.
- Conduct national or regional market research and a competitive analysis in order to fully understand how to properly and effectively position and differentiate Renin's product lines against those of major competitors.
- Conduct ongoing research to maintain an excellent knowledge of the major competitive product lines, including their features, benefits, and pricing, as well as their marketing and merchandising initiatives. Using your knowledge of the market and major competitors, identify and develop unique Renin selling/value propositions and differentiators that will enable you to establish distribution with "Gap" customers/accounts.
- Work effectively with and build productive rapport with Renin's internal marketing and cross-functional staff such as manufacturing, operations, supply chain, finance, accounting, customer service, and order entry.
- Attend and fully participate in any required Renin product training, sales, and negotiating educational programs, sales meetings, industry trade shows, and/or conference calls.
- Attend relevant industry functions such as association events and/or conferences, and provide Renin's senior management and/or marketing personnel with feedback and information regarding business and competitive intelligence, new products, and/or market trends.
- Perform other duties as may be assigned and/or requested by Renin Corporation.

Desired Qualifications, Characteristics, Experience, and Skills

The ideal individual should possess the following:

- A university degree or college diploma (preferably in Marketing or Business)
- 3 to 7 years of "hands-on" experience in a sales, account management, or business development role

- Experience in the millwork, hardware, home décor, and/or building product categories in the various wholesale channels of distribution
- A thorough understanding of the various North American wholesale and/or retail sales channels of distribution
- An established “track record” of achievement of quantifiable success and achievement in a senior sales position
- A highly motivated and results-oriented attitude
- A persistent “hunter” mentality for identifying and developing profitable new business opportunities with existing and/or new accounts in the various wholesale channels
- Ability to learn quickly in order to gain a full understanding of Renin’s product line features, benefits, and technical differentiators versus those of the competition
- Strong creative, problem-solving, financial analysis, and administrative skills
- Effective organizational, time management, planning, and priority-setting skills
- Excellent written and oral communication skills
- Solid interpersonal, presentation, and negotiating skills
- Ability to work independently without close supervision
- Excellent working knowledge of Microsoft Word, Excel, PowerPoint presentation software (Renin operates in a Windows PC-based environment.)
- Internet-based research, intelligence gathering, and analytical skills

Reporting Relationship

The individuals will initially report directly to the Chief Sales Officer, Renin Corporation.

Position Location

The individuals would need to work either from Renin’s corporate head office in Brampton, Ontario, Canada, or efficiently and effectively from his or her home office. Some domestic and international travel may be required.

Compensation and Benefits

Renin Canada Corporation provides a competitive performance-based compensation program that includes salary, a performance-based bonus, reimbursement for approved travel expenses, and access to a company-funded benefit program. Compensation will be based on the candidate’s qualifications, experience, and quantifiable accomplishments and results.

Performance Review and Assessment

There will be an annual performance review and assessment completed in March/April of each calendar year that will coincide with the completion and reconciliation of Renin’s corporate December fiscal year-end.

Company Overview

Renin Canada Corporation, which includes Renin US LLC, is a multimillion-dollar business, with its head office located in Brampton, Ontario, Canada. Renin is an innovative manufacturer of door systems and hardware for the retail, wholesale, commercial, OEM door manufacturer, and door fabricator channels.

The company also manufactures and distributes sliding bi-pass and bi-fold closet doors, room dividers, fabricated glass, and decorative mirrors to the residential construction and remodelling markets. Renin's vision is to design, develop, and manufacture products through innovation and manufacturing expertise, with a strong focus on providing superior and profitable solutions to its global customers and functional products to end user consumers.

Renin manufactures, markets, and sells products in the following categories: mirror and panel closet doors; European style wardrobe closet doors; framed and frameless wall mirrors and accessories; and sliding bi-pass, bi-fold, pivot, pocket, barn door, and overlay door hardware components. Renin manufactures its product lines under a variety of brand names, including ACME, ERIAS, and JJ Home Products.

Fort Lauderdale, Florida-based BBX Capital Corporation (NYSE: BBX) acquired the assets and operations of Renin Corporation on November 1, 2013. The company now operates as Renin Canada Corporation and Renin US LLC.

Renin has manufacturing and distribution centres located in Brampton, Ontario, Canada and Tupelo, Mississippi, United States.

Application Process

Please submit a tailored cover letter and a PDF file of an up-to-date résumé addressed to the attention of the Chief Sales Officer, Renin Corporation, 110 Walker Drive, Brampton, Ontario L6T 4H6, to the following e-mail address: **careers@renincorp.com**

Only qualified candidates will be contacted for followup. Prospective candidates and/or third-party recruiting firms should not attempt to contact individuals within Renin Canada Corporation and/or Renin US LLC directly; doing so will automatically disqualify individuals from the search process.

Note: Renin Canada Corporation and Renin US LLC are Equal Opportunity Employers. Because we are committed to diversity in the workplace, we encourage fully qualified diverse candidates to apply. Renin Canada Corporation and Renin USA LLC do not discriminate against any candidate on the basis of race, gender, disability, religion, national origin, age, or any other protected category.