

CAREER OPPORTUNITY

CHIEF REVENUE OPTIMIZATION OFFICER

One of Canada's ... foremost/leading Corporations ... based in the GTA - requires a Chief Revenue Optimization Officer in a newly created key Strategic Executive Leadership role:

- Mandate: reporting directly to the CEO/President - develop, implement and attain profitable pricing initiatives including: customer segmentation, customer profiles, product diversification, analytics/analysis, data analytics, economic analysis - leading to real time "dynamic pricing" initiatives
- Lead Executive and Key Member of the Senior Executive Team with management of 8-10 employees (Analysts, Pricing & Planning, etc.) while reporting directly into the CEO/President
- Focus upon robust, innovative - "dynamic pricing" - to maximize company revenues
- a pricing visionary - transitioning the organization to "real-time" pricing - communication through social media, design of Apps, email correspondence and/or all electronic communications
- Cross functional collaboration with Shareholders and supporting the CEO/President - attending/presenting at Board meetings, etc.

Lucrative Executive base salary, together with annual bonus/incentive opportunity (30-35%) + Comprehensive Benefits, Matching RRSP, Generous Annual Car Allowance and Encompassing "Total" Remunerations package befitting the Senior nature of this role.

Please respond in confidence quoting **File # 2018 – 05** to: tt@gmmcs.com with a covering letter and resume (using Microsoft Word as a file attachment). We thank all applicants for their interest. Only those under consideration will be contacted.



Human Resource, Organizational & Career Development Consultants

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