



Business Development Champion

About FREED

Based in Winnipeg, Manitoba, Freed & Freed International is a historic Canadian garment manufacturer, founded in 1920. The company progressed steadily over the years, evolving from its roots as a manufacturer of boy's pants out of an 8,000 square foot factory into one of the largest garment manufacturers in Canada. Over the years, the company has had substantial partnership licensing agreements with a reputation for supplying high-quality garments to its national and international clients. Today, Freed & Freed is a small, modest but growth-oriented company that focuses on Ladies and Men's outerwear. Recently, it has become a significant supplier of Personal Protection Equipment (PPE) in response to the COVID 19 pandemic.

Position Summary

The Business Development Champion is a new role within Freed & Freed, developed to identify and capitalize on opportunities for growth while ensuring that appropriate administrative processes and reporting are in-place to support that growth. Reporting to the owners, the Business Development Champion will be a member of the management team responsible for growing the company through business development initiatives, such as finding new partnerships locally, nationally and internationally. As a small fast-paced organization, it is expected that this individual will contribute to all functional areas of the business including administration, finance and production in addition to sales and marketing. Agility and adaptability with a willingness to step-in where and when needed will be critical factors in achieving success in the role.

Key Responsibilities

- Working closely with the President, participate in discussions regarding strategic objectives and implementation planning for the company;
- In consultation with the President and administrative staff, ensure appropriate processes and systems are in place;
- Find new sources of revenue through business development initiatives and leveraging existing client relationships; maintain acute awareness of market and industry trends;
- Travel as needed for sales and business development activities and conferences;
- Stay current on relevant financial reports including P & L, profit margins, cash management, receivables, payables
- Contribute to the maximization of efficiency and productivity and production;

Selection Criteria

Are you a rising star? Do you aspire to be a leader?

Technical

- Post-secondary diploma/degree or an equivalent combination of experience and education;
- Preferably 5+ years' experience in the garment manufacturing industry;
- Experience with B2B sales and contracts;
- Solid understanding and experience with financial management and reporting, financially astute
- Experience working in a small founder or family run business is an asset;

Behavioural

- Entrepreneurial with an owner's mentality
- Positive attitude with a strong work ethic
- Excellent interpersonal and communication skills;
- Ability and willingness to travel both nationally and internationally;
- Willing to take responsibility and act independently when necessary.
- This is not a job, this is an opportunity!

***For more information or to apply, please submit a resume in confidence to
morgan@harrisleadership.com quoting project #20107***

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