

We are growing!

Celtrade specializes in premium, authentic and value-added food products for leading national retailers, co-manufacturers and food service partners. Operating in a high growth category, this agile private company is quickly expanding their sales and customer base in Canada and the US.

Celtrade Canada has an immediate need for **Manager of Commercialization** to join our team and work out of our SQF Level 2 Mississauga Facility.

Reports to: Director of R&D

The successful candidate will be a science-minded individual with a data-led mentality and strong track record of problem solving. Ideal candidate will possess minimum bachelor degree in food science/engineering or related discipline, 5-10 years food industry experience taking lab developed concepts to full commercialized and profitable finished goods.

The team executes on average 100-130 projects on an annual basis which are made up of various project types: new product development, capacity expansion, alternate line qualifications, productivity, quality improvements, ingredient substitutions etc....Other key activities include optimization of the existing products, developing a manufacturing strategy to deliver current & future business results, day to day issue resolution and overall business support.

The position operates in a dynamic environment where competing priorities are constant depending on project requirements, operating parameters and equipment limitations.

Key responsibilities and accountabilities:

- ❖ Actively leads commercialization projects and follows up according to set and/or customized time lines and deliverables
- ❖ Up-hold and execute established launch processes providing timely updates on project status to all relevant stakeholders
- ❖ Proper project scoping, identification of critical product aspects, experimental planning and execution, data analysis, documentation, standard operating procedures (SOP) preparation, reporting and preparation of technical recommendations.
- ❖ Work with Director of R&D and other company stakeholders to strengthen commercialization process by identifying and implementing best practices to ensure quality and economic viability of each project
- ❖ Provide deep technical expertise across the organization, including guidance and training of technical staff as necessary.
- ❖ Leads customer plant trials and 1st productions.
- ❖ Lead cross-functional team to Identify and mitigate risks and opportunities, identify solutions to remove roadblocks and drive corrective action to meet project goals and business commitment.
- ❖ Flag and escalate conflicts or misalignment to Director of R&D
- ❖ Ensures R&D provides accurate information to all departments and external customers.
- ❖ Works closely with all other departments and external stakeholders to drive new concepts to profitable launches.

Qualifications & Desired Skills:

- ❖ Minimum 5-10 + years food industry experience with main focus on scaling up lab development concepts to plant commercialize finished good.
- ❖ Possess university degree(s) in Engineering, food science, Operations or related fields.
- ❖ Manufacturing Knowledge - Process and Packaging. Food experience required.



Celtrade Canada Inc.

- ❖ Quality/GMP/Sanitation/Audit/HACCP knowledge.
- ❖ Good working knowledge of food ingredients
- ❖ In-depth understanding of product development how it relates to finished goods.
- ❖ Demonstrate a structured and scientifically sound approach to experimental design, execution and validation, including adherence to a quality management system.
- ❖ Ability to identify links between facts, ideas and situations that have no obvious connection
- ❖ Ability to constantly re-prioritize projects based on customer demands and best interest of the business.
- ❖ Must have the courage to challenge others to achieve the desired results.
- ❖ Champion for process and discipline. Must be able to bring structure, transparency and clarity to project teams to minimize conflict and misalignment.
- ❖ Dedicated individual who can meet deadlines and has excellent decision-making skills.
- ❖ Proficient in Microsoft Office (Project, Word, Excel, PowerPoint ...etc.)
- ❖ Strong communicator, interpersonal skills and team player.

If you want to work for an industry leader and a professional work environment that provides opportunities for growth, then we want to hear from you!!