

# Job Board Posting



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## Business Development Manager

<b>Job ID</b>	<b>F1E884AC94AA4</b>	
<b>Web Address</b>	<a href="http://NewCanadianWorker.ca/viewjob?jobname=F1E884AC94AA4">http://NewCanadianWorker.ca/viewjob?jobname=F1E884AC94AA4</a>	
<b>Company</b>	YaYa Foods Corp.	
<b>Location</b>	Toronto, Ontario	
<b>Date Posted</b>	From: 2020-08-27	To: 2021-02-23
<b>Job</b>	Type: Full-time	Category: Manufacturing
<b>Job Start Date</b>	As soon as possible	
<b>Job Salary</b>	\$49.35/hr	
<b>Languages</b>	English and Arabic Language	

### Description

To support in developing new business opportunities in Food & Beverage production and distribution and implementing commercial strategies that results in business growth, community engagement and revenue generation. Job Description

- Working from Canada and Qatar, seek potential investors in Qatar who are interested in investing in Food and Beverage.
- Develop new and creative initiatives and projects in Food and Beverage based on the traditional and cultural food and beverage in the middle east.
- Lead in building and maintaining relationships with key accounts and potential external stakeholders & boost their interest.
- Manage and plan for new projects and products through understanding the local market.
- Focus thru understating the local and regional market, and international business.
- Discover and explore opportunities through observing industry trends and support in introducing growth strategies that enhance sales, and customer experience.
- Work and collaborate with cross-functional sales and operation teams in Canada on projects to ensure successful and low-risk implementation of activities.
- Support in developing sales and marketing strategies that are comprehensive enough to influence and increase target markets.
- Support in assessing outcomes against set of business objectives thru analysis and reports.
- Proficiency in MS Office applications

About YaYa Foods: Ya YA Foods Corp. is a dynamic beverage and liquid food manufacturer. With over 30 years experience, we have evolved into a versatile manufacturer and co-packer of a variety of low acid beverages, high acid beverages and liquid food items. We manufacture and co-pack products for mid-size to large global multi-national companies. Today, our product lines include juices, broth, plant-based beverages, sports drinks, dairy based drinks, and smoothies. Our 13 automated production lines process more than 310 millions units every year. We are a family owned Canadian business and we instill pride in everything we do. Our operations are successfully growing, and we are looking for new talents to reinforce and develop our business.uit

### Experience

- 15+ years of full-time work experience in Qatar in Finance, Business Development, Accounting, or related fields.
- Demonstrated ability to work confidently and collaboratively with internal and external stakeholders
- Excellent interpersonal communication, negotiation, and presentation skills
- Excellent planning, project management, and time management skills
- Excellent writing skills with the ability to draft and edit a variety of written reports and communications and to articulate ideas clearly and concisely; Arabic proficiency is a must.

### Education Requirements

Bachelor's degree in a Business, Finance, or Accounting

### Other

Must be willing to relocate to Canada and travel to Qatar and the Middle East as required.

### How to Apply

By email [hr@yayafoods.com](mailto:hr@yayafoods.com) Apply today and be a part of our team, delivering exceptional manufacturing services and food products to top-notch clients all across North America.