A Member of the Scotia Investments Family of Companies

Territory Manager – Ontario

CKF Inc., a leader in Canada's molded pulp, foam, and RPET industry is a company with a strong commitment to safety and Continuous Improvement. CKF Inc. has plants located in British Columbia, Ontario, Nova Scotia and the states of Iowa and Texas, manufacturing numerous types of food packaging and protective packaging.

We have an opportunity available at our Rexdale, ON location for a Territory Manager. Reporting to the Regional Manager, East, this position is part of the Sales Department. The Territory Manager is responsible for driving profitable sales growth across Ontario by managing customer relationships, developing new business opportunities, and executing regional and national sales strategies. This role supports the achievement of corporate sales, margin, and market share objectives while serving as a key member of the regional sales team. The Territory Manager collaborates closely with customers, distributors, internal stakeholders, and cross-functional teams to deliver exceptional customer service, strengthen business partnerships, and contribute to the overall strategic direction of the region.

Key Responsibilities:

Business Development & Account Management

- Manage assigned territory and customer accounts to achieve sales, profitability, and market share objectives.
- Develop and implement strategic business plans for key customer accounts.
- Identify and pursue new business opportunities across all business segments.
- Conduct customer presentations, sales calls, and business reviews to strengthen relationships and identify growth opportunities.
- Secure product listings and expand sales through effective account management and consultative selling.
- Maintain strong relationships with distributors, processors, foodservice operators, and retail customers.

Sales Strategy Execution

- Execute national account strategies and ensure regional implementation across all business channels.
- Implement promotional programs, trade initiatives, and customer-specific sales strategies.
- Collaborate with leadership to develop negotiation strategies for contracts, pricing, and promotional agreements.
- Share market insights, best practices, and successful strategies with regional colleagues.

Forecasting and Business Planning

- Develop territory and customer sales forecasts to support production planning and budgeting.
- Participate in annual strategic planning activities and contribute to business planning initiatives.
- Monitor customer performance and recommend corrective actions or growth opportunities where appropriate.
- Prepare pricing recommendations supported by sound business rationale.

Customer and Market Intelligence

- Monitor market trends, competitive activity, and industry developments.
- Communicate customer feedback, competitive intelligence, and emerging opportunities to internal stakeholders.
- Recommend new products, business opportunities, and market expansion initiatives.

Retail Account Management

- Plan and conduct regular retail store visits within the assigned territory.
- Audit product listings, merchandising standards, pricing accuracy, and planogram compliance.
- Monitor and report competitive activity and market conditions.
- Identify opportunities to improve product visibility and sales performance.

Reporting and Communication

- Maintain accurate records of customer activities, travel, expenses, forecasts, and business performance.
- Prepare regular business reviews and performance reports for management.
- Provide timely sales forecasts and production updates for managed accounts.
- Communicate significant business developments and customer requirements to leadership and cross-functional teams.

Industry Representation

- Represent the organization at industry events, customer meetings, and regional business functions.
- Maintain a professional image while strengthening the company's reputation within the marketplace.

Required Qualifications:

- Bachelor's degree in Business, Marketing, Sales, Commerce, or a related field
- Proven experience in business-to-business sales, preferably within foodservice, packaging, consumer packaged goods, manufacturing, or a related industry.
- Experience managing a sales territory and developing strategic customer relationships.
- Demonstrated success in achieving sales growth, profitability, and business development objectives.
- Experience working with distributors, national accounts, regional accounts, and retail customers.
- Experience negotiating pricing, contracts, promotional programs, and customer agreements.
- Experience preparing sales forecasts, budgets, and business plans.
- Experience presenting business reviews and sales strategies to customers and internal stakeholders
- Exceptional time management skills with the ability to excel in a fast-paced, high-demand environment; highly detail-oriented and adaptable to changing priorities.
- Strong verbal and written communication skills with a focus on client service, professionalism, and confidentiality.
- Ability to manage multiple priorities and meet deadlines.

Key Skills & Competencies:

- Safety
- Communication
- Consulting & Collaboration
- Teamwork & Relationships
- Innovative & Adaptable
- Planning, Organization & Coordinating
- Problem Solving & Decision Making

Please note, the Company will request proof of education, as well as, conduct a criminal background check upon hire.

Qualified candidates can reply in confidence with full resume and salary expectations to Eva Nagy, People & Culture Manager at enagy@ckfinc.com by 28 July 2026.

CKF Inc. is committed to creating a diverse environment and is proud to be an equal opportunity employer.

We are committed to inclusive, barrier-free recruitment and selection processes and work environments. If you are contacted for a job opportunity, please advise People and Culture of any accommodations needed to ensure you have access to a fair and equitable process. Any information received relating to accommodation will be addressed confidentially.

Although we gratefully accept all applications, only those candidates being considered for an interview will be contacted.

An Equal Opportunity Employer