

Client: Confidential



Search: President & COO

We are partnered with one of Canada's premier air cargo companies to find their next President and Chief Operating Officer (COO). The company is rapidly growing. They are expanding their operational capacity reach throughout Canada. They are looking for a motivated and experienced executive to help lead the company to achieve their expansive goals.

The President and COO manages day-to-day operations of the company. The President and COO works closely with the Chief Executive Officer and supports their vision, provides strategic advice, and conducts assigned tasks. The President and COO is responsible for maintaining and driving operational results to keep the company on track.

Job Responsibilities:

- Design and implement business strategies, plans and procedures
- Set comprehensive goals for performance and growth
- Establish policies that promote company culture and vision
- Oversee daily operations of the company and the work of executives
- Lead employees to encourage maximum performance and dedication
- Evaluate performance by analyzing and interpreting data and metrics
- Write and submit reports to the CEO in all matters of importance
- Assist CEO in fundraising ventures
- Participate in expansion activities (investments, acquisitions, corporate alliances etc.)
- Manage relationships with partners/vendors

Job Qualifications:

- Proven experience as Chief Operating Office or relevant role
- Understanding of business functions such as HR, Finance, marketing etc.
- Demonstrable competency in strategic planning and business development
- Experience in fundraising
- Working knowledge of data analysis and performance/operation metrics
- Working knowledge of IT/Business infrastructure and MS Office
- Outstanding organizational and leadership abilities
- Excellent interpersonal and public speaking skills
- Aptitude in decision-making and problem-solving
- BS/BA in Business Administration or relevant field; MS/MBA is a plus