

Manager, Partners & Suppliers

Reports to: **Vice-President, Partnerships**

The Position:

Alpine Canada Alpine (ACA) is the national governing body for Ski Racing in Canada and home to three of Canada's most exciting snow sports: Alpine, Para-Alpine and Ski Cross Racing. The organization has an engaged Board of Directors and senior management leadership that are committed to a vision for Canada to be a World- leading ski racing nation inspired by the passion and performance of Canada's ski teams. Our mission is to increase Canadian Ski Racing podium performances AND inspire growth in participation and fans

We are currently seeking a motivated sports marketing enthusiast to join our organization in the role of Manager, Partners & Suppliers. Reporting to the Vice-President, Partnerships, the Manager, Partners & Suppliers will lead Alpine Canada's planning and distribution of all Team apparel, product and equipment used across the organization and will be the key relationship holder with Alpine Canada suppliers and select partners. In addition, the incumbent will be responsible for the planning and implementation of our e-commerce strategy and committed to working closely and collaboratively with key partners on the delivery of an Alpine Canada merchandise program. The candidate should have a background in product management, merchandising and digital marketing and be prepared ready to work in a fast-paced, exhilarating environment committed to high-performance and excellence, inspired by our nation's best ski racers.

Core Responsibilities:

Supplier Management

- Manage all Supplier relationships and deliverables including contract management, renewals, issue resolution, product testing opportunities
- Facilitate National team athlete introductions to Suppliers and their products
- Lead the Supplier business development effort to Identify and confirm new suppliers to join ACA's exclusive supplier family and negotiate agreements
- Support the development and execution of Supplier activations at ACA events

Licencing & E-commerce

- Support development and implementation of ACA's licencing and e-commerce strategy in collaboration with ACA's retail partner
- Collaborate with suppliers on product development and co-branding initiatives
- Follow industry trends and best practices to implement at ACA where appropriate
- Build the ACA product inventory plan and manage the financial framework of the e-commerce portfolio
- Establish and maintain a deep understanding of ACA's trademarks and brand usage and educate supplier on acceptable use of ACA intellectual property
- Identify new opportunities to build e-commerce strength
- Develop and implement a digital marketing strategy in support of ACA's e-commerce portfolio
- Manage the financial reporting framework to track e-commerce performance

Inventory Management

- Support team uniform and equipment needs throughout the season including ordering process, budgets considerations and in-kind product availability from Suppliers
- Manage product inventory and distribution with detailed record keeping and tracking
- Manage ordering and distribution of race suits
- Facilitation of race suit innovation projects with suppliers that support enhancing athlete performance
- Manage the embellishment of athlete headgear and shoulder patch sponsors on ACA uniform pieces

Working Conditions

- Full-time Contract (Parental leave)
- Location: Calgary
- Evening and weekend work will be required during peak season
- Travel, both domestically and internationally maybe required

Employment Requirements

- 3-5+ Years' progressive experience in marketing, brand, and/or licensing experience with a proven history of impact that delivered strong results
- A bachelor's degree in marketing or sport administration, or relevant work experience
- Strong understanding of the Canadian sport landscape
- Understanding of basic brand building principles with a strategic and growth mindset
- Ability to communicate and build rapport and credibility quickly with internal and external stakeholders
- Affinity for building strong relationships and collaboration
- Strong project management, effective time management and prioritization skills
- Self-starter, with the ability to work effectively within the team environment
- Strong balance between attention to detail and the bigger picture
- Digital/social media familiarity, experience with e-commerce platforms is an asset
- Strong computer software expertise required, including power point, word, excel, outlook
- Fully bilingual preferred (English & French) – written and verbal
- Demonstrates and embodies the ACA values of Excellence, Leadership, Accountability, Respect and Courage