

Business Strategy Manager

You're Looking. We're hiring. Join our team.

GreenMantra Technologies is leading the way in utilizing waste plastic that would otherwise end up in landfills and pollute our oceans and manufactures it to create a specialty chemical/additive. These specialty additives are used to enhance the performance of asphalt for paving and roofing applications.

You will have a unique opportunity to be a part of an organization that is committed to innovating and driving new solutions to create more sustainable avenues.

Together we can **Go Farther, Be Better,** and **Do Good.**

Join us at GreenMantra as we strive to create a workplace that values diversity, innovation, and continuous improvement. We welcome individuals who are passionate about making a difference to apply and be part of our dynamic team dedicated to driving positive change. Please submit your resume to careers@greenmantra.com

POSITION OBJECTIVE:

The incumbent will be responsible for driving the strategic planning process, hypothesizing and evaluating new business opportunities, and leading key initiatives that support the company's growth and long-term objectives.

The strategist collaborates effectively with many different stakeholders across the organization and manages cross-functional teams in complex strategic, financial modeling, and/or new projects.

As a team member, you can expect to:

- Contribute to the development of short-and long-term growth strategy road map
- Synthesize business cases, form initial hypotheses and identify the data/information required to validate hypotheses
- Create complex financial models to simulate strategic business case scenarios, along with the preparation of supporting materials and presentations.
- Analyze market trends, competitive landscape, customer needs, and internal capabilities to support the identification of strategic opportunities; provide actionable insights and recommendations based on such analysis.
- Drives the development and implementation of advanced analytics techniques, including predictive modeling to enhance business forecasting.

- Establishes and tracks key performance indicators (KPIs) across various business functions to evaluate the effectiveness of initiatives and support data-driven decision-making.
- Unearth product/competitive insights across platform and help identify growth opportunities for existing and new segments that help improve our long-term equity & innovation efforts
- Partners with leaders from engineering, sales, innovation, operations, and other teams to measure and oversee all enterprise risk management activities of the organization.
- Build strong partnerships within the business and collaborate with segment and/ or functional leaders to drive greater efficiency, effectiveness, and capability.
- Support development of executive-level communications at all levels of the company, including the Board of Directors

What we are looking for:

- Proven success in developing and maintaining effective relationships with business partners at all levels of the organization.
- Bachelor's degree in an analytical field, such as engineering, economics, finance or business (MBA preferred)
- A minimum 5 years of strategic insights/consumer research experience is required
- Experience in manufacturing in at least one of GreenMantra's markets is preferred (specialty chemicals, plastics, paving, roofing, oil & gas)
- A proven key strategic business partner & thought leader.
- High level of experience in analytical tools is required
- Demonstrate your understanding of the commercial, research methodologies/techniques, best practices and experience to drive the business forward
- Influence at all levels of organization (above & below) and work seamlessly with cross-functional teams.
- Be adaptable and creative to adjust to changing priorities and business challenges. Tackle ambiguity, while showing strong drive for results and project leadership skills
- Proficient at storytelling in creative, influential & impactful ways - excellent communication, organization and presentation skills (written, oral, and across Microsoft Office Suite)
- Prioritize multiple workstreams & contending priorities, and distill a plan that can be implemented for the team
- Ability to see through data and recognize patterns to inform brand actions better
- Works well in a fast-paced, entrepreneurial environment
- Ability to influence at senior levels of an organization and drive impact.



GreenMantra is an equal opportunity employer and is committed to providing accessible employment practices that are in compliance with the Accessibility for Ontarians with Disabilities Act (AODA). Requests for accommodation can be made at any stage of the recruitment process. Applicants are asked to make their needs/requirements known to Human Resources.