



## Strategic Growth Manager

**Location:** Markham, ON

**Direct Hire**

### The Business

Constellation Dealership Software provides customized, mission critical software to some of the largest, most successful dealerships in North America and UK. We value long term relationships with our clients, with the majority of our revenues flowing from recurring revenues. We are part of Constellation Software Inc, a Canadian listed corporation which has an average compound growth rate of 28% per annum over the past 10 years. Constellation's mission is to acquire, manage and grow market-leading software businesses that develop specialized, mission-critical software solutions to address the specific needs of our particular industries.

### The Job

Constellation Dealership Software is continuously looking at opportunities to introduce innovative solutions into the dealership market in order to solve our customers' current and evolving business needs. We do so by investing in projects that we term "Initiatives", with goals such as creating a new solution or entering a new market.

We are looking to add to our team to support our rapidly growing Initiatives. This is a terrific role that provides customer interaction, exposure to business problem-solving and product innovation while operating in an Entrepreneurial mindset using "Lean Startup" processes. We provide numerous opportunities for training and personal growth, as well as career progression.

The Strategic Growth Manager will manage selected growth initiative projects from conception to commercialization. You will be instrumental in coordinating resources, evaluating outcomes, and presenting evaluations of a project's forecasted results. You will oversee projects to ensure the financial investment obtains the established IRR when the initiative is successful and minimizes investments when the initiative is not viable.

### Responsibilities:

- Develops business plan for each growth initiative and takes accountability to meet goals specified in the business plan
- Develops and validates IRR financial models for each growth idea
- Presents a "go/no go" recommendation to Executive Leadership at various stages
- Reports initiative progress to Senior management
- Marshalls and assigns resources tasks and timelines for each project stage
- Coordinates with resource managers to marshal resources for growth initiatives

### Skills Required:

- Entrepreneurial mindset, with preference to working in small business environment
- Excellent influencing and leadership skills
- Financial analysis and modeling
- Project management
- Strong communication and presentation ability



**Experience:**

- Education – 4 year college degree or equivalent in Business Administration, Finance or other related discipline
- Experience preferred in Product Management or Business development role that required interfacing with both customers and internal stakeholders
- Business acumen – Understands business process and can identify opportunities for products and services to solve business requirements

**Travel:** Minimal travel (30% or less) is required to customer sites and Constellation Global offices.

**Country:** Canada **State:** ON **City:** Markham

If you are interested in this opportunity, please [click here](#) to send a resume to our HR team.