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|  | | |  | Sophie  Larabie |
| Experience *December 2022–Present*  **National Parts Business Direction Manager • GN Johnston Equipment**   * Lead the development and execution of Johnston and Konstant’s revenue growth strategy for the Parts Line of Business * Design strategies to realize opportunities on current channels and customer relationships * Develop new sales channels and enhance existing sales channels to significantly increase parts sales * Through design and execution, work with the regions to ensure achievement of objectives and return on investment * Conduct analyses, create business cases and oversee the implementation of recommendations * Identify changes and trends that require changes in approach (Plan, Do, Check, Act cycle) * Track progress against objectives and identify required changes * Introduce new product offerings that leverage existing customer relationships and help develop customer acquisition * Understand go-to-market strategies (including sales, marketing, online and other strategy components), and design successful programs to realize commercial opportunities   *June 2021–November 2022*  **National Product Manager • GN Johnston Equipment**   * Manage all suppliers/vendors nationally by tracking sales & activity, handling day-to-day interactions & maintaining relationships * Generate all monthly reports for our Storage, New Equipment & Allied lines of business * Work on company-wide initiatives to help grow market share for multiple areas of the business by working with different internal stakeholders * Onboard all new suppliers * Grow overall year over year sales by identifying gaps & finding solutions for our sales leaders * Own the complete life cycle of the New Product Introductions (NPI) for all new lines of business within our team parameters * Organize and host all supplier & internal training sessions as well as keep up with a matrix/calendar * Support all New Equipment lines of business in terms of implementation of new projects, marketing initiatives & data tracking * Support & grow the Automation’s Team product offerings for conveyors in ways of finding new vendors and measure their success * Create marketing resources to help onboard all new sales reps & provide ongoing and up to date information for all sellers * Create monthly marketing initiatives such as “Customer Success Stories” and “Product of the Month” flyers   *January 2020–June 2021*  **Assistant Product Manager• GN Johnston Equipment**   * + Monthly analysis & reporting of key metrics including quote pipelines, win/loss rations, sales attainment by vendor/supplier, dashboards & market segments   + Ensure product launches supported by the appropriate internal/external training   + Facilitate internal/external training sessions followed by creating and making available all appropriate resources   + Submit quotes from our sellers to our external vendors and manage the order placement of all jobs & insure a timely response/follow-up   *August 2019–January 2020*  **Supervisor & Analyst • GN Johnston Equipment**  *(on top of all below responsibilities from previous role)*   * + Manage a small team of full-time & temporary employees   + Conduct yearly in-person performance reviews for employees   + In charge of hiring, onboarding & training all new employees and creating all documentation and personalized training plans   + In charge of hiring, onboarding & training all new employees and creating all documentation and personalized training plans   + Identify, recommend, and support the implementation of opportunities to improve department efficiency and effectiveness plans   + Responsible for all department reporting & analysis’s   *November 2017–August 2019*  **Team Lead & Analyst • GN Johnston Equipment**   * + Team Lead for a technician/sale rep commission-based lead submission program for around 700 eligible employees   + Analyst for that same group, generating a compiled number of around 35/40 reports a month and numerous of ad-hoc requests   + In charge of process improvement for the team, including but not limited to, a continuous evolution of all incentives/process documents/quarterly team goals/assignment processes/reporting, etc.   + In charge of training all new technicians/sales reps for our program, which includes traveling across the country   + Worked under pressure and very strict & important deadlines  Skills  * *Software & Technology*    + Excel, PowerPoint, Word   + Oracle CRM   + JD Edwards   + Dunn & Bradstreet, Scott’s Directory * *Competencies*   + Strong leadership & management skills   + People manager   + Intern/External stakeholder management   + Problem solving & decision making   + Research & data analysis   + Presentations, public speaking & hosting   + Business cases & risk assessment  Accomplishments  * + Sustained growth of supplier sales YoY   + Created all marketing resources for sales teams   + Implemented training schedules for the vendor roster to raise awareness & boost sales   + Created all monthly reports and performance dashboards for the executive teams |
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*For references, please e-mail/call me for the information*