

# Career Opportunity

## ABOUT AGLC

AGLC is a dynamic organization leading Alberta's gaming, liquor, and cannabis industries. Our team of high performers is driven to provide our customers with outstanding service and Albertans with choices they can trust.

## ABOUT THE POSITION

**Director, ecommerce**

**Competition #: 19-074**

**Salary: Under review**

**Closing Date: Sunday, July 14, 2019**

**Position Location: St. Albert**

## JOB SUMMARY

**AGLC is responsible for regulating private retail cannabis licensing, the distribution of cannabis and the operation of the online cannabis store on behalf of the Alberta government.**

Reporting directly to the COO, VP Gaming and Cannabis, this position is responsible for leading and developing the new Cannabis ecommerce business line. As part of Cannabis leadership team, you will be responsible for all ecommerce sales and working collaboratively with the category management team to ensure sales and performance targets are being met. The Director, ecommerce is responsible for driving vision, strategy, profitable development of ecommerce, serving both retailers (B2B) and direct consumers (B2C), and maximizing the effectiveness of the sales channel while maintaining a socially responsible approach consistent with AGLC's strategy and provincial regulations. This position provides leadership and direction to the ecommerce team and ensures the continued development and management of a professional and efficient team.

Specific responsibilities include:

- Leading ecommerce strategy development and execution.
- Ongoing development of the ecommerce platform for both retailers and consumers.
- Building relationships with business partners to identify innovative opportunities.
- Providing leadership and oversight to the ecommerce team.
- Managing ecommerce operational budget and forecasting.
- Managing the development of financial forecasts and targets for the ecommerce business (B2B and B2C).

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### SKILLS/QUALIFICATIONS

- Completion of undergraduate degree in business or related field. Master's degree considered an asset.
- Position requires minimum 10 years' experience in developing/scaling B2B and B2C online sales channels. Omni channel experience is highly desirable.
- Ability to manage a scalable business; experience in ecommerce development or start up is an asset.
- Considerable leadership experience at a senior level is required.
- Strong understanding of best practices for ecommerce including B2C and B2B web, search and analytical technologies.
- Excellent interpersonal and communication skills are required.
- Successful track record of leadership, innovation, and the ability to build, develop and manage high performing team.
- Customer focused, both internal external to the organization.

NOTE: An equivalent combination of education and experience may be considered. Candidates with lesser qualifications may be considered at a lower classification and salary. This recruitment may be used to fill future vacancies.

**NOTE: AGLC is willing to accept candidates put forward by recruitment agencies.**

To be eligible to work for AGLC, you must be a Canadian citizen, permanent resident or eligible to work in Canada. We offer a comprehensive range of benefits. As a condition of employment you will be required to obtain a satisfactory security clearance and clean drivers abstract (if necessary) prior to employment. While we appreciate all applications we receive, we advise that only candidates under consideration will be contacted. AGLC is committed to creating a diverse environment and is proud to be an equal opportunity employer.

To learn more about AGLC and to view the complete job posting, please visit our website [aglc.ca](http://aglc.ca)

When applying for a competition, please submit a cover letter and resume (either in word or pdf format). Please name your documents using your first and last name along with the competition number. For example: John Smith

**Competition Number 19-074**

AGLC - Human Resources

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