

## RECYCLESMART SOLUTIONS

Founded in 2008, RecycleSmart Solutions (RecycleSmart or the Company) is the leading provider of B2B waste and recycling management services in Canada. Taking a 360° approach, RecycleSmart is the single source for companies who want to maximize cost reduction, increase waste diversion and streamline daily operations. During the last five years, growth has been dramatic and the Company has been aggressively investing in people and technology to scale rapidly, earning its spot as the 12<sup>th</sup> fastest growing company in Canada in 2018. To optimize the next stage of RecycleSmart's evolution, the three owners of RecycleSmart have created the Chief Executive Officer (CEO) role. The role is ideal for an entrepreneurial executive leader with experience developing a high performing team within a fast growing B2B environment.

## CHIEF EXECUTIVE OFFICER

The CEO has overall responsibility for developing the strategic direction of RecycleSmart and providing leadership and vision to RecycleSmart's staff. The CEO is responsible for the overall management of RecycleSmart and is expected to lead the Company at the highest standards of excellence in the areas of client and employee satisfaction, financial performance, and risk management. The CEO will be a strategist, natural relationship builder, business operator, strong communicator, visionary, and passionate advocate for sustainability in corporate Canada through better waste management techniques. The CEO will drive results and will work collaboratively with the founder-owners to harness the knowledge, energy, and creativity of the entire team to capitalize on significant business prospects. As an innovator who is energized by ambitious goals, the CEO will be action-oriented and active in seeking out opportunities to increase the profile and general awareness of RecycleSmart in the country and beyond. The CEO will be a low ego, down-to-earth, individual who demonstrates values and leadership that align with the vision and purpose of RecycleSmart, and displays unquestionable integrity, credibility, character, and moral and ethical behaviour.

With 10-plus years of executive experience successfully leading a high growth B2B company, and a degree in a relevant discipline or equivalent in education and experience, the successful candidate will have proven leadership ability, extensive people management experience, and an inclusive and authentic leadership style. As an excellent communicator, they will have the ability to articulate a clear growth plan to staff, build trust quickly, and inspire, motivate, and excite various stakeholders. The ideal candidate will have executive presence, a strong presence in the sector, and a passion for the potential of RecycleSmart.

To apply for this role or for further information, please email resume and cover letter to [search@watsoninc.ca](mailto:search@watsoninc.ca).