

FREED

EST. 1921

Chief Operating Officer

About FREED

Based in Winnipeg, Manitoba, Freed & Freed International is a historic Canadian garment manufacturer, founded in 1920. The company progressed steadily over the years, evolving from its roots as a manufacturer of boy's pants out of an 8,000 square foot factory, eventually turning into one of the largest garment manufacturers in Canada. At its peak, it employed 750+ people in a 160,000 square foot facility, and supplied work for 1,500 people in other countries for its import division. Over the years, the company has had substantial partnership licensing agreements, most notable for the London Fog brand, with a reputation for supplying high-quality garments to its national and international clients. Today, Freed & Freed is a small, but growth-oriented company that focuses on Ladies and Men's outerwear, and also has its own product line, FREED, that they produce for direct to consumer sales, alongside their licensing contracts.

Position Summary

The Chief Operating Officer is a new role within Freed & Freed, developed to support a new opportunity for growth. Reporting to the owners, the Chief Operating Officer will be responsible for growing the company through business development initiatives, such as finding new partnerships both nationally and internationally, optimizing the existing client relationships to the fullest extent, and boosting sales of the FREED product line. The successful incumbent will set and lead the operational direction of the business in alignment with the owner's strategic directions and vision. Collaborating with all business units, they will lead the long-term strategic planning, and develop operating strategies for day-to-day operations to attain the long-term strategic plans. The Chief Operating Officer will also be responsible for operating the company in a professional manner, managing the corporate office, have overall responsibility for the Winnipeg production facility, and manage the company's accounting and reporting.

Key Responsibilities

- Run monthly accounting statements and reports, and manage the overall financial health of the company;
- Operate and manage the performance of the Winnipeg production facility and corporate office;
- Find new sources of revenue through business development initiatives and leverage existing client relationships;
- Travel as needed for sales/general management activities, and conferences;
- Facilitate strategic planning and direction, while incorporating ideas and direction from ownership;
- Manage budgets and production agenda;
- Manage employee concerns through collaboration with HR;
- Contribute to the maximization of efficiency and productivity and production;
- Maintain acute awareness of market and industry trends;
- Manage a diverse, multi-disciplined team of professionals;
- Set clear goals and objectives for the team.

Selection Criteria

- Post-secondary diploma/degree or an equivalent combination of experience and education;
- CPA designation is an asset, but not required;
- An accomplished leader with a minimum of 5 years in a senior leadership role;
- Preferably 5+ years' experience in the garment manufacturing industry (or related industry);
- Experience with B2B sales and contracts;
- Must possess excellent interpersonal skills, communication skills, and an entrepreneurial spirit;
- Experience working in a small founder or family run business is an asset;
- Strong team-building skills and ability to motivate others;
- Ability and willingness to travel both nationally and internationally;
- Willing to take responsibility and act independently when necessary.

For more information or to apply, please submit a resume in confidence to morgan@harrisleadership.com quoting project #20107

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