



ATLANTIC AQUA FARMS

PREMIUM SHELLFISH

Vice President, Sales
Charlottetown, PEI or Eliot, ME

Atlantic Aqua Farms is a successful and growing mussel and oyster aquaculture business primarily based in Prince Edward Island, Canada. Committed to customer service and quality products for 35 years, Atlantic Aqua Farms has established itself as North America's number one grower and processor of the widely recognized, high quality Prince Edward Island Mussels, under the brand name Canadian Cove. The company also farms some of the finest quality Prince Edward Island Oysters, with such brands as Barstool Cocktails, Sweet Island Kiss, Naked Islanders, and Chappell Creek. Atlantic Aqua Farms continues to expand farming and processing operations with its ongoing acquisition activities in Canada and the USA.

Reporting to the Chief Executive Officer, the Vice President, Sales (VP) is a key member of the Atlantic Aqua Farms leadership team, a builder who will lead a passionate team through an exciting and challenging time in the food industry. The mandate is to build from a strong foundation by planning, implementing, managing, and delivering the company's sales strategy. The VP is both an active team player and leader, supports team members to achieve their goals, with a focus on development and delivering sales results and long-term growth.

This role requires a leader who is actively engaged in the market and with clients, and who believes that corporate initiatives, team interaction, client engagement and relationship building is equally fulfilling and key to success. The VP is an active leader, a coach, who enables the sales function by contributing value and insights throughout the company, including within operations and at the board level. Possessing a growth mindset, the successful candidate is eager to foster an engaged and inclusive culture while delivering the performance excellence that will continue to drive Atlantic Aqua Farms' excellent growth.

The ideal candidate has a minimum 10 years in senior sales leadership with demonstrated experience supporting and growing exceptional sales teams. They are knowledgeable of regional and national retail agri-food sales and distribution channels and key players in the market; experience with seafood distribution is an asset. They have an undergraduate degree in business or agriculture and have established a track record of success, leveraging strategic sales excellence. The VP, Sales has a significant impact on the success of Atlantic Aqua Farms, a world-class company, and its people.

To learn more about Atlantic Aqua Farms Ltd. please visit: www.atlanticaquafarms.com



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Royer Thompson is committed to presenting a diverse and inclusive roster of candidates to our clients. We welcome and encourage applications from the following under-represented groups: Indigenous persons, racially visible persons, persons with a disability, women, and persons of a minority sexual orientation and/or gender identity. If you are a member of one of these under-represented groups, we invite you to self-identify on your cover letter or resume.

Cresco will provide accommodations to applicants with disabilities. If you require an accommodation(s) to participate in the application, interviewing or selection process, please contact Greg Dickie at gdickie@royerthompson.com or 902-422-2099.

If this exciting growth opportunity captures your interest, please submit your resume and interest online by clicking "Apply." For further information about this opportunity, please contact Greg Dickie in confidence at 902-422-2099.

Royer Thompson Management & Human Resources Consulting is a Canadian talent management firm focused on capturing the full potential of people in organizations by supporting a shared sense of purpose, recruiting and cultivating leadership, and fostering an innovative, caring, and entrepreneurial spirit.



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