

Career Ignition Program
Sales & Marketing
Rank 3
Scarborough, ON (Hybrid)

Toyota Canada Inc. (TCI) currently has an exciting opportunity for new graduates to join our organization and develop your skills with Toyota's Career Ignition Program. The Career Ignition Program is Toyota Canada's rotational development program for driven, motivated and passionate new graduates who are looking for meaningful and challenging work. This also provides an opportunity to collaborate with our network of dealers to drive success and build lasting relationships. This program will give you the opportunity to explore your potential and fuel a unique career path at one of the most trusted brands in the world. Through this program, you will develop the expertise and skills needed to be successful in roles at TCI that will continue to grow and advance your career to become future leaders in the industry.

The program guides you through the first 3 years of your career at TCI. During the program, you will rotate through key opportunities in your identified stream, including cross-functional and stretch assignments.

In this stream, your rotation will focus on the sales and marketing side of operations. You will complete rotations in the following departments:

Product Planning is where you will gain valuable experience in developing strategies for future products by monitoring the Canadian market trends. During this rotation you will:

- Contribute to the development of product life cycle and pricing strategies for the Canadian market
- Collaborate with key stakeholder departments within TCI
- Work with Toyota Motor Corporation (TMC) and Toyota Motors North America (TMNA)
- Acquire comprehensive product and pricing knowledge

Sales & Inventory Planning will help you develop essential qualifications in creating vehicle launch strategies and incentive strategies to maximize sales. You will gain valuable experience in inventory planning for Canadian dealers. During this rotation you will:

- Assess the Canadian market, consumer behavior and product details
- Identify how economic and government influences impact TCI's approach/decisions
- Gain exposure to monthly sales and inventory cycles
- Learn to leverage data sources and make informed choices

Dealer Standards & Sales Operations will provide you with a deeper awareness of the overall dealer structure and operations, as well as how Original Equipment Manufacturers (OEMs) and dealerships collaborate to meet customer needs. During this rotation, you will:

- Learn about the communication methods between OEMs and dealerships
- Collaborate and engage with Toyota field staff to aid in strategies that enhance performance in key business areas, including joint contacts
- Work on sales targeting methodologies and other sales-focused KPIs and programs
- Explore and study the organizational structure of dealerships and how they operate

What You'll Bring

We are looking for recent graduates who meet the following requirements:

- Completed undergraduate or graduate degree in the past 2 years
- Open to working out of our Zone Offices for a short or long period (Halifax, Montreal, Toronto, Calgary and Vancouver)
- Agile thinking & critical thinking skills
- Collaborative & team player
- Leadership & communication skills
- High tolerance for ambiguity
- Innovative thinking & passion for continuous improvement
- Bilingual (French & English) is an asset

What We'll Bring:

Company & Culture

- A hybrid work environment
- A work environment built on teamwork, flexibility and respect
- Professional growth and development programs to help advance your career
- A focus on respect for people and continuous improvement
- Summer Hours – condensed work week during the summer

Benefits

- Competitive compensation package including bonus
- Extended health care and dental benefits effective immediately
- Company pension plan with additional employer contributions
- Associate vehicle discount program
- Reimbursement programs (tuition & fitness)
- Paid holiday shutdown and competitive paid time off benefits
- Sabbatical leave program

About Us

Toyota Canada Inc. is the exclusive Canadian distributor of Toyota and Lexus vehicles. Toyota Canada's head office is in Toronto, with regional offices in Vancouver, Calgary, Montreal and Halifax. Toyota parts and accessories are distributed through TCI's Parts Distribution Centres in Bowmanville and Vancouver. TCI supports over 287 Toyota and Lexus dealers in Canada with services that include training, sales, marketing, environmental and customer satisfaction initiatives.

What Sets Us Apart?

A focus on people, passion for Toyota, innovation and continuous improvement have made us an award-winning company, recognized worldwide for our technological leadership and superior standards of quality, community involvement and environmental responsibility.

What You Should Know:

Our success begins and ends with our people. We embrace diverse perspectives and value unique human experiences. We are proud to be an equal opportunity employer that celebrates the diversity of the communities where we live and do business. Applicants for our positions are considered without regard to race, ethnicity, national origin, sex, sexual orientation, gender identity or expression, age, disability, religion, or any other characteristics protected by law. Please advise us at any point during the recruitment and selection process or your employment if you require accommodation.

#LI-PP1

#LI-Hybrid