



General Manager DataCore Mail Management Burnaby, BC

The General Manager (GM) is responsible for providing strategic leadership and operational oversight of approximately 100 employees to ensure the company's continued growth and success. This role involves aligning the organization's goals with forward-thinking strategies, enhancing operational performance, and fostering a unified culture during an exciting period of expansion. The GM will play a pivotal role in driving revenue through innovative approaches, while maintaining a strong focus on financial discipline and operational excellence. They will also act as the external face of the organization, cultivating and sustaining key relationships with clients, partners, and suppliers to strengthen DataCore's market position.

The ideal candidate is a progressive and dynamic operational leader with a proven track record of driving business growth and fostering strong and engaged organizational cultures. They bring a balance of strategic vision and hands-on execution, demonstrating exceptional leadership that inspires teams and unites diverse groups toward shared goals. With a deep understanding of navigating through periods of change, the General Manager will leverage human capital, uncover operational efficiencies, and identify new business categories, all the while adapting to evolving market preferences. They excel at building and maintaining client and partner relationships, ensuring the organization remains competitive and customer-focused.

The targeted salary range for this position is \$160,000 to \$200,000 annually supplemented by potential short-term and long-term incentives and a competitive total rewards package.

If leading DataCore through the next stage of its evolution aligns with your professional experience, please send your resume to Partner **Shaun Carpenter** and Senior Consultant **Suchin Pawa** at www.pfmsearch.com.

DataCore Mail Management Ltd., established in 1985 and headquartered in Vancouver, Canada, is a recognized leader in data-driven direct mail communications. The company offers comprehensive solutions, including data analytics, printing and personalization, mail processing, and secure data management, helping clients connect with their audiences through innovative, measurable campaigns.

In 2024, DataCore expanded its capabilities by acquiring Mail-O-Matic Services Ltd., a Burnaby-based direct mail marketing firm founded in 1967. This acquisition united two legacy organizations, integrating their expertise and enhancing the company's ability to deliver high-quality, personalized direct mail solutions. Together, the two organizations offer a full suite of innovative services backed by decades of industry experience.



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