

# PPG Careers



[PPG Home](#)

## Job Description

Credit Manager - Corporate Canada

Requisition ID JOBREQ1800011888

**Organization** Corp Develop & Services

**Job Grade:** Band.G

**Schedule** Full-time

**Closing Date (Period for Applying) - Internal** Ongoing

**Primary Location** Canada-Ontario-Concord-CAN - Vaughan Plant

## Description

The **Credit Manager** will be responsible for overseeing, managing, and supporting the performance and productivity of the credit and collections of Canada Credit, to include Company owned Stores and Dealer / Retail. This individual develops Canada Credit team to perform effective collections activities in accordance with company policies, processes and procedures.

- 
- Establish and maintain management measurements to optimize invoice to cash cycle with metrics on Collections (% current), DSO, Aged AR, Unapplied Cash, and/or other relevant KPIs
- 
- Ensure departmental compliance with federal, state and local credit requirements as well as with internal PPG policies.
- 
- Support employee development including mentoring and coaching staff to achieve performance expectations, providing effective communication and collaboration, maintaining a customer focus, and supporting a continuous improvement environment
- 
- Effective collaboration with cross functional partners – accounting, pricing, cash applications, sales, store operations, tax, IT etc.
- 
- Manage market risks by utilizing credit tools to evaluate customer and to address customer risks.
- 
- Work closely with business management to develop and recommend appropriate strategies for managing high-risk and high exposure accounts.
-

- Maintain direct and effective contact with customers as well as all levels of SBU Management to foster a successful team relationship
- 
- Troubleshoot and resolves non-routine credit/collection issues and effectively respond to escalated issues
- 
- Develop strategies for minimizing exposure for those customers determined to be bad debt risks. When necessary, determine the effect of such customers on the bad debt reserves.
- 
- Design and implement processes and procedures to improve cash flow and reduce aged receivables; Evaluate existing systems/processes to reduce complexity and increase process standardization

**Requirements / Qualifications:**

- Bachelors degree in finance, accounting or related business or equivalent experience
- SAP experience preferred
- **Fluent in English and French**
- Minimum 5 years of financial and/or credit experience
- Candidate must have Credit experience / background
- Experience in a management level position
- Excellent proficiency in MS Office applications, primarily Excel
- Ability to coach others to peak potential.
- Ability to effectively analyze various types of financial information and reach sound conclusions
- Ability to concisely communicate and interact with customers and all levels of the business unit management to achieve the best possible results for PPG
- Ability to lead and conduct financial and credit related meetings with SBU management and external customers
- Requesting complete understanding and working knowledge of special financial instruments such as security agreements, third-party guarantees, promissory notes, letters of credit in order to perfect the appropriate financial arrangement
- Excellent time management and organizational skills; careful attention to detail and accuracy is a must.
- Strong customer service focus and customer relations skills
- Expect to travel 25% of time, as necessary

**Success Factors** – Prime Success Factors (focus on results, drive change, promote teamwork, build trust & respect, understand market& customer perspective) plus the following:

Build strong work relationships; act with long term perspective; manage complexity; develop others; demonstrate openness and flexibility; business knowledge

**Contact Name - Internal** Diana L Jacoby

**Contact Email - Internal** jacoby@ppg.com