

Position: Key Account Manager – (ON)
Location: Greater Toronto Area (Home Office)
Job Type: Full Time

General Description:

The primary objective of this position will be to establish, manage and maintain relationships with strategic key accounts. The primary accountability is to grow all segments of the business by executing timely presentations and nurturing relationship with category buyers at assigned key accounts. Responsibilities include store audits, promotional executions, generate new business opportunities, retail relationship management, manage existing accounts and execute the sales plan within assigned territory and surrounding areas. Will work with brand manager(s) to achieve vendor objectives. Will work with Distributor reps to achieve sales growth targets. Escort vendors on market tours as required.

General Functions:

- Manage key account and category buyer relationships
- Deliver and exceed sales targets as assigned
- Proactively engage with distributor customers in response to business changes
- Identify and generate new business opportunities in key areas
- Maintain a rolling customer target list
- Develop an achievable sales plan to meet annual objectives and goals (as set by vendor partners and/or brand managers)
- Build strong customer relationships within internal and external customers
- Work in partnership with the national account team and brand managers to ensure successful implementation of programs at chains and the independent accounts
- Participate in trade and consumer shows as required
- Achieve vendor objectives as advised by Brand Managers
- Participate in sales reports and weekly National Sales Conference Calls

Education & Experience:

- Degree in Business Administration, Marketing, Commerce (or related discipline) or equivalent combination of education and experience
- Minimum of 10 years progressive experience in field sales, or key accounts. Foodservice experience is considered an asset but not required
- Strong analytical skills, combined with an understanding of the sales process
- Knowledge of computer applications, Microsoft Office applications and e-business technology
- Exceptional organizational, and communication skills
- The ability to present and work independently with exceptional time management skills
- Valid Driver's License and a clean driving record
- Ability to travel in designated region and attend meetings as required
- Must live within the territory

Skills & Personal Qualities:

- Able to organize, coordinate, and manage projects
- Strong oral and written communications abilities
- Strong team leadership skills
- Solid analytical and technical skills
- Solid multi-tasking skills, be able to manage multiple projects and timelines
- Excellent presentation skills
- Energetic and passionate about CPG and/or HABA industry
- Strong computer skills

Physical Requirements:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Must be able to lift and/or move up to 20 pounds.

Must have clean driving record. Must have own vehicle in excellent operating condition. Must be able to travel regularly by vehicle and by air as required.

*New Age Marketing & Brand Management offers competitive salary and benefits.
Interested candidates can submit their cover letter and resume by email to
careers@newagemarketing.ca. Please quote job title in subject line.*