



## CAREER OPPORTUNITY

- **Job Title:** Account Manager **Location:** Rexdale, Ontario
- **Reports to:** Sales Manager, Food & Beverage **Anticipated Start Date:** Immediately

- **Purpose of position:**

To effectively manage a sales territory focused on the food and beverage industry that targets growth in the customer base, new products line, sales, volume and profitability, while ensuring customer requirements are being met.

- **Key Accountabilities:**

- Achieve or exceed annual planned sales and margin objectives for the assigned territory or market segments while maintaining expenses within assigned budgeted guidelines;
- Participate in the preparation and implementation of annual territory budgets and marketing plans for the assigned territory or area of accountability;
- Identify and report potential sales growth opportunities and factors which could influence Brenntag's local marketing plans and objectives;
- Work with the assigned customer service representative, analytical and technical resources (internal and external) to insure a level of service that meets customers requirements;
- Utilize the Brenntag Sales Process and maintain in a timely manner the Customer Relationship Management (CRM) database, as well as, complete all other assigned reporting requirements;
- Establish strong business relationships with existing customer base and develop value relationships with potential clients to expand business;
- Ensure all activities are conducted in accordance with health, safety, quality and environmental management systems as well as corporate and local policies.

### Qualifications will include the following:

#### Behavioral Competencies

- Influential/Persuasive
- Results Orientated
- Customer Service Focus
- Relationship building
- Business Acumen
- Team Focus

#### Technical Competencies

- Post Secondary education with a focus in Business, Science or equivalent
- 3 – 5 years' sales experience, preferably with a focus on food and beverage industry
- Superior presentation and negotiating skills
- Microsoft Office applications; Word, Excel and PowerPoint

July 21<sup>st</sup>, 2011