

CAREER OPPORTUNITY**Job Title:** Account Manager, Atlantic Region**NOC:** 0601**Key Responsibilities:**

- Ensure all activities are conducted in accordance with health, safety, quality and environmental management systems as well as corporate and local policies.
- 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 deliver exceptional client service that exceeds customers' expectations.
- Establish and maintain strong business relationships with existing customer base and develop value relationships with potential clients, specifically in the Food Ingredient and Agricultural sectors in Atlantic Canada, to expand business.
- Utilize the corporate sales process and maintain in a timely manner the Customer Relationships Management (CRM) database, as well as, complete all other assigned reporting requirements.
- Where appropriate, manage inventory (slow moving and obsolete) in geographical territory and ensure profitability of remote sites.

Required Skills:

- At least three (3) years of experience with food ingredient distribution business, in a sales capacity with strong customer relationship building skills.
- At least five (5) years of progressive experience in the development and execution of regional marketing campaigns, including experience in building and executing specialized marketing plans.
- Demonstrated experience in overseeing and managing large budgets in excess of \$460,000 CAD in revenue/month.
- Demonstrated experience with Quality, Health & Safety compliance in the food industry.
- A proven expertise in creating and maintaining complex marketing analysis and managing new food product launches and increasing food ingredients market.
- Experience with interpreting Agricultural Ingredients and Food business to evaluate campaign performance.
- Strong analytical interpersonal skills with the ability to influence and build relationships with key internal and external stakeholders.
- Highly creative, superior communications skills, including verbal, written and presentation working both internally and externally.
- Fluency in Spanish is considered an asset for communication with Brenntag Companies in Latin America.

Required Education:

- Minimum of a Bachelor's Degree in Business, Science or related field; Masters Degree in Business, Industrial Engineering or Food Science considered a strong asset.

How to Apply:

Please send your resume and work samples/examples of completed work to the following email address: brenntagcareers@brenntag.ca Attention: Christine Wood