



Key Account Manager- Job Description Full Time Position- Vancouver, BC

Position Overview:

The Key Account Manager (KAM) will play a critical role helping grow and further develop our brands within the BC market, specifically within the retail channel. The competitive individual will be responsible for selling and servicing the stores based on the key-account profile within the defined territory. This position will support the Rosstown Farms and Natural Foods sales team and report directly to the Sales Manager.

Duties and Responsibilities:

This is a unique opportunity for you if you enjoy working independently, and closing the deal.

Duties include:

- Execute and close sales calls, using the plan and tools provided
- Planning and servicing the assigned retail calls based on a call cycle
- Ensuring distribution of all listed products, according to the account profile
- Negotiating, planning and executing strategic programs/promotions with the key decision makers.
- Arranging and setting up POS and in-store displays where authorized
- Understand and executes targets based on sales plan, volumes and margins
- Presents new opportunities or ideas internally and externally

Desired Skills and Experience:

What will your cover letter tell us about you?

2-5 years of key account sales experience within consumer-packaged goods, protein sales preferred but not required.

Passionate about food and beverage and promoting a farm to plate experience.

Experience in the grocery/retail channel with an understanding of the BC market.

Communicate account and market knowledge internally, including competitive info

Strong analytical, organizational and time management skills

Works well independently while being part of a winning team.

Strong oral and written communication skills with excellent interpersonal skills

Ability to lift 20-30lbs on consistent basis

Must be able to use basic features in MS Office Suite (Outlook, Excel, Word, PowerPoint)

Valid driver's license and good standing driving record, along with use of a reliable vehicle

Location:

This position is field-based, which requires a road warrior who is able to work independently while interacting with our customers and sales team.

- Vancouver & Lower Mainland – Territory coverage to be determined