



## **BROWNING HARVEY LTD.**

### **EMPLOYMENT OPPORTUNITY – SENIOR KEY ACCOUNT MANAGER**

#### **THE COMPANY**

Browning Harvey Ltd. is a franchise bottler for Pepsi Cola in Newfoundland and Labrador, and is a recognized market leader in the brand name Liquid Refreshment Beverage Category in Newfoundland and Labrador. Through its direct store delivery system, modern production facility and dedicated sales team, Browning Harvey is one of the most successful franchise bottlers in Canada.

#### **THE ROLE – SENIOR KEY ACCOUNT MANAGER – BASED IN ST. JOHN'S, NL**

Reporting to Director of Sales, the Senior Key Account Manager is the person accountable for the delivery of sales and profit objectives for assigned accounts. The Senior Key Account Manager is responsible for the effective development and implementation of the customer joint business plans. The successful incumbent will endeavor to align and integrate category and brand strategies with customer strategies in an effort to understand and drive profitability objectives for Browning Harvey Ltd.

The successful incumbent will have expert knowledge of business trends, market dynamics, economic conditions, customer developments, competitive activities, historical category learning's etc. in recommending improvements and innovative solutions to trade based activities.

#### **POSITION OBJECTIVES:**

1. Manage and execute fact-based sales strategies relating to assigned key account portfolio to achieve, and maximize, sales volume, revenue, margin, price blends, package mix and profitability.
2. Ensure full distribution in accounts and overall management of account sales in the market place in a DSD environment.
3. Ensure customer price compliance through effective sales management principles.
4. Foster and develop meaningful business relationships with key customers.
5. Manage PQI (Product Quality Imperative).
6. Identifying opportunities within assigned chain customers or channels.
7. Develop and successfully sell customer plans that include annual CDA's, strategic and tactical pricing plans and promotional plans that align with and support the customer's and BHL systems business objectives and strategies.
8. Compliance with company human resource, respectful workplace, safety practices and procedures.

## **KEY ATTRIBUTES OF THE CANDIDATE:**

1. University Degree in Business or Marketing or Equivalent experience.
2. Demonstrated business acumen, sales, organizational, time management and interpersonal skills.
3. Several years of key account management experience.
4. Strong ability to research, organize, compile, and present comprehensive business development initiatives/plans.
5. Effective people skills including effective communications, coaching, mentoring and evaluating.
6. Highly developed public speaking and presentation skills.

## **WHAT YOU CAN EXPECT FROM BROWNING HARVEY LTD.:**

1. An exciting and fast paced work environment.
2. A flexible working environment that promotes a healthy work-life balance.
3. A team approach that encourages professional growth and development.
4. Industry competitive compensation, group benefits, pension and vacation time.

If this role sounds like the right fit for you, please email a resume to:

**Browning Harvey Ltd.**  
**Human Resources**  
**Email - [humanresources@aharvey.nf.ca](mailto:humanresources@aharvey.nf.ca)**  
**<https://www.browningharvey.nf.ca>**

Browning Harvey Ltd. is an equal Opportunity Employer, however only those selected for an interview will be contacted.