



BROWNING HARVEY LTD.

Employment Opportunity – Key Account Supervisor

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 – KEY ACCOUNT SUPERVISOR – BASED IN ST. JOHN'S, NL

Reporting to Director of Sales, the Key Account Supervisor is the person accountable for the delivery of sales and profit objectives for assigned accounts.

Liaison with National Key Accounts related to BHL implementation and administration of Pepsi-National Key Account Agreements.

Primary person responsible for negotiation, development, implementation and compliance to CDA and/or Annual Sales Agreements for Newfoundland and Labrador based key accounts.

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 customer price compliance through effective sales management principles.
3. Foster and develop meaningful business relationships with Pepsico and key account customers.
4. Identifying opportunities within assigned chain customers or channels.
5. Develop and successfully negotiate, and sell, Customer Development Agreements Newfoundland and Labrador based key accounts.
6. Compliance with company human resource, respectful workplace, safety practices and procedures.

SPECIFIC RESPONSIBILITIES:

1. Liaison with National Key Accounts related to BHL implementation and administration of Pepsi-National Key Account Agreements.
2. Primary person responsible for negotiation, development, implementation and compliance to CDA and/or Annual Sales Agreements for Newfoundland and Labrador based key accounts.

3. Complete periodic trade visits in conjunction with BHL sales team to identify selling/execution opportunities and identify compliance opportunities relating to CDA and/or annual sales agreements.
4. Develop customized business plans addressing the critical needs of the customer while maximizing, sales volume, revenue, margin, price blends, package mix and profitability.
5. Complete and present Business Reviews, Business Updates, Business Development Initiatives, and New Products to all assigned customers.
6. Monitor competitive activities in key accounts, and formulate/present sound business strategies.
7. Conduct regularly scheduled in market trade visits to identify opportunities, monitor success of BHL initiatives as well as all competitive activity.
8. Administer, track and fully execute CDA agreements for assigned accounts.
9. Conduct post promotional analysis measuring the success levels of promotions making any necessary changes.
10. Other duties as assigned.

KEY ATTRIBUTES:

1. University Degree in Business.
2. Demonstrated financial acumen, sales, organizational, time management and interpersonal skills.
3. Strong ability to research, organize, compile, and present comprehensive business development initiatives/plans.
4. Effective people skills including effective communications, coaching, mentoring and evaluating.
5. Highly developed public speaking and presentation skills.
6. Possess and demonstrate strong mathematical and analytical skills.

If this role sounds like the right fit for you, please send a resume by June 6th, 2022 to:

Browning Harvey Ltd.
Human Resources
Telephone: (709) 726-8000
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.