



## **BROWNING HARVEY LTD.**

### **Job Posting - Employment Opportunity – Account Manager**

#### **THE COMPANY**

Browning Harvey Ltd. is a locally owned and operated bottler of Pepsi Cola Products in Newfoundland and Labrador, and is a recognized local market leader in the brand name Liquid Refreshment Beverage Category in this province.

#### **THE ROLE – ACCOUNT MANAGER – GRAND FALLS-WINDSOR**

Browning Harvey Ltd. has a full time, permanent opportunity for the position of Account Manager in the Grand Falls-Windsor area.

This position requires the successful candidate to promote Browning Harvey Ltd. products in their designated area and meet sales expectations by the following:

- Ensure all customers are serviced and corresponding files are maintained.
- Identify, sell-in, execute and maintain business development opportunities with customers.
- Identify/Expand upon business growth opportunities and offerings in existing Accounts.
- Contact all new possible accounts, prepare business proposals and secure business.
- Focus on and execute on-going single drink/591 ml. business development opportunities and initiatives.
- Expand Browning Harvey Ltd. presence, profitable offerings and reach in Food-Service customers.
- Ensure cash control policies and procedures are adhered to at all times.
- Ensure machines are up-to-date regarding tabs and flavors.
- Ensure that machines are kept in good working order at all times.
- Continuously check for out-of-date products.
- Keep stock rotated as per company policy.
- Maintain stock to an acceptable quantity.
- Effectively manage time to maximize business results.
- Other Duties as Assigned.

Provide exceptional customer service support to all assigned accounts by:

- Drafting customer contracts and other account documents.
- Regular visits to assigned accounts for orders to ensure customer satisfaction.
- Effectively lead the Full Service Vending Sales Team and manage employees to ensure effective sales and service levels to customers
- Complete regular ride-along/coaching sessions with employees as required.

#### **THE CANDIDATE**

The ideal candidate will have the following:

- Post-secondary degree or diploma in Business or Marketing.
- Sales and/or customer service experience.
- Exceptional customer service and people management skills.
- Strong organizational and time management skills.
- Solid problem-solving skills.
- In-depth knowledge of retail food industry.
- Ability to understand and effectively manage all other data related to profitable sales activities, and on-going business development.
- Effective team management skills and ability to meet deadlines.
- Ability to effectively identify & execute business development opportunities.
- Strong people skills including effective communications.
- Aptitude for computers and other technology.
- Assertive and proactive approach to execution of responsibilities.
- Excellent verbal, written, and interpersonal skills.
- Ability to work independently and in a team environment.
- Ability to perform effective in-store merchandising activities.
- Possess and maintain a valid driver's license / acceptable drivers abstract and provide a Certificate of Conduct.

The ideal candidate will be:

- Results-focused.
- Capable to work in a multitask environment.
- Able to work with minimum supervision.
- Capable to work effectively under stressful situations.
- Able to work as a member of the Browning Harvey Sales team.
- Able to provide professional and courteous service in any scenario.
- Able to understand and work with diverse groups of people and clients.
- Sales Leadership ability.

If this role sounds like the right fit for you, please send a resume by June 4<sup>th</sup>, 2023 to:

**Browning Harvey Ltd.**  
**Human Resources**  
**Telephone: (709) 726-8000**  
**Fax: (709) 726-8044**  
**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.