



BROWNING HARVEY LTD.

CAREER OPPORTUNITY – RELIEF ACCOUNT MANAGER - CENTRAL REGION

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 – RELIEF ACCOUNT MANAGER – CENTRAL REGION

**Do you have access to your own vehicle and a valid driver's license / acceptable drivers abstract?
If so, this role might be the right fit for you.**

Browning Harvey Ltd. has a year-round, part-time/casual opportunity available for the position of a Relief Account Manager in the Central NL Region. This position would mainly cover absences (Vacation time, etc.) for our Account Managers in Central NL.

This position requires the successful candidate to:

- Promote Browning Harvey Ltd. products in their designated area;
- 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;
- Maintain positive customer relations with all accounts;
- Focus on and execute on-going single drink/591 ml. business development opportunities and initiatives;
- Complete daily orders as per company policy;
- Continuously check for out-of-date products;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;
- Merchandising of in-store product, displays when necessary.
- Be able to execute a Fact-Based Selling approach and;
- Conduct regular travel within the designated sale region;

THE CANDIDATE

The ideal candidate will possess:

- Post-secondary education in a business or marketing related field;
- Sales and/or customer service background;
- Ability to perform effective in-store merchandising activities;
- Superior oral, written, interpersonal and communication skills;
- Will be results-focused;
- Excellent customer service skills;

- Strong organizational and time management skills;
- Strong problem-solving, critical thinking and decision making skills;
- Ability to work independently and in a team environment;
- Comfortable with repetitive tasks and heavy lifting;
- Possess and maintain a valid driver's license / acceptable drivers abstract and be able to 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;
- Comfortable with regular business travel based on business requirements;
- Sales Leadership ability.

If you are interested in this position, please apply by April 11th, 2025 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.