



BROWNING HARVEY LTD.

CAREER OPPORTUNITY – ACCOUNT MANAGER

THE ROLE – ACCOUNT MANAGER – GANDER REGION

Browning Harvey Ltd. has a full time, permanent opportunity for the position of Account Manager located in the Gander Region.

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;
- 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;
- 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- Continuously check for out-of-date products;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;
- Achievement of monthly sales targets;
- Reporting of any changes in the industry or area covered and;
- Merchandising of in-store product displays when necessary.

The successful candidate will also be required to:

- Complete all daily, weekly and period paperwork;
- Will be able to analyze and understand volume results and volume targets;
- Be able to execute a Fact-Based Selling approach and;
- Be proficient in planning and organizing their sales route and customer calls to maximize time.

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;
- Sales Leadership ability.

If you are interested in this position, please apply by September 8th, 2026 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.