



## **Key Account Manager, Independent Accounts Agency Brand Management - GTA**

*Agency is Canada's only B Corp Certified Brand Management Company and we're here to cultivate change. We use business as a force for good—by changing what's on grocery store shelves. Our brands don't just make products. They make change.*

### The Opportunity:

We are seeking a positive, passionate, and detail-oriented Key Account Manager to join our Eastern sales team in the Toronto/ Metro Toronto Area. You will be responsible for assigned Ontario and Regional accounts in the independent grocery space. You will develop strategic business partnerships and proactively manage assigned accounts to achieve business plan objectives on sales and trade spend while contributing to the overall growth of Agency Brand Management. This position will work from home.

The best of the best account managers are:

- Creative – you see problems as challenges and immediately brainstorm solutions.
- Teachable – you're a passionate learner. You absorb new information, synthesize it and are excited to put it into action.
- Great Communicator – you understand that store owners need to feel heard before they're ready to hear suggestions.
- Driven – you don't leave success to chance. You're the person who makes that extra phone call, goes to that extra trade show or store visit so people can see you care through your actions.

Primary Duties:

- Work with National Sales Director to develop and grow sales and other KPIs; provide summaries as required.
- Negotiate with Buyers to secure new listings, volume buy-ins, and optimal shelf space.
- Assist in preparing for, and then achieve or exceed sales and marketing goals based on annual strategic business planning.
- Develop and manage relationships with accounts and support them in creating demand at the consumer level. Work directly with all accounts to optimize program effectiveness and execution.
- Deliver consistently strong customer service; work with all accounts and brands in a professional, courteous and friendly manner.
- Seek, create, and develop new business opportunities to build brand awareness.
- Develop fact-based, analytical and compelling sales presentations. Provide ongoing education, support, and category management insight.
- Be an Agency "ambassador", who exemplifies our culture in all internal and external communications and interactions.

## The Candidate:

### Education and Experience

- 3 years + related CPG experience within the progressive independent grocery industry.
- University or College Degree in Business, Marketing, or equivalent experience is an asset.

### Knowledge, Skills and Abilities

- Communicate in an honest, transparent, authentic way.
- Take ownership and responsibility for your actions, behaviors, and contributions.
- Ability to self-manage and work autonomously within a group/team environment.
- Ability to manage a high level of detail.
- Manage changing priorities.
- Highly organized.
- A sound understanding of financial fundamentals.
- Advanced working knowledge of Microsoft Office Suite.
- Experience working with Replib (or similar software) and Tableau is an asset.
- Driver's license in good standing with good driving record.

### Travel Requirements

- Frequent travel is required across assigned territory.

*In addition to an excellent company culture working with a passionate team of industry professionals that truly walk the talk—and a flexible schedule—Agency offers allowances for car, phone and internet as well as excellent extended health benefits, Health & Wellness Spending Account, and Wellness days.*

## Submission:

Please send resume with cover letter to [cultivatechange@agencybrands.ca](mailto:cultivatechange@agencybrands.ca). We thank everyone for their interest but only those being considered will be contacted. Visit us at [www.agencybrands.ca](http://www.agencybrands.ca) to learn more!