



Key Account Manager, Conventional Accounts

LBN Brand Management - GTA

LBN is a service-forward natural products brokerage, representing the most disruptive and emerging brands in the industry. We work with like-minded brands and people who share our values and our great taste in food!

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 National accounts in the conventional 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 LBN 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 Sales Team Lead to develop and implement sales KPI’s and other sales metrics; 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 objectives based on annual strategic business planning.
- Schedule demos, analyze reports.
- 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 customers in a professional, courteous and friendly manner.
- Seek, create and develop new business opportunities to build brand consumption.
- Responsible for the development of fact-based, analytical and compelling sales presentations. Provide ongoing education, support, and category management insight.
- Be an LBN “ambassador”, who exemplifies our culture in all internal and external communications and interactions.

The Candidate:

Education and Experience

- 3 years + related experience within the grocery industry, specifically in the mass/ conventional grocery space is essential.
- University or College Degree in Business, Marketing, or equivalent experience is an asset.

Knowledge, Skills and Abilities

- Communicate in an honest, transparent and 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.
- A working knowledge of Microsoft Office Suite.
- 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 – LBN offers allowances for mileage, phone and internet as well as excellent extended health benefits and Health Spending Account.

Submission:

Please send resume with cover letter to HR@LBNbrands.com. We thank everyone for their interest but only those being considered will be contacted. Please visit our website at: www.LBNbrands.com to learn more about us!