



Key Account Manager

www.brandseedmarketing.ca

An exciting opportunity in a rewarding role!

"Come Grow With Us"

At BrandSeed Marketing, we believe that small opportunities are often the beginning of great achievements! Founded in 2014, with a single brand, BSM now proudly represents 20 brands in the Natural and Organic retail space. Our Mission remains – ‘to bring healthier choices to consumers by forging best in class partnerships with manufacturers, distributors and retailers, while staying committed to continuous improvement. We keep our finger on the pulse of the industry as active members of CHFA, Plant Based Foods of Canada and CFG.

And now we are excited to be growing our Canadian team!

Do you have an entrepreneurial spirit? Sense of Urgency level 10? Great communication skills?

Are you driven to discover new opportunities and build solid partnerships?

Are you highly skilled at being organized and self-motivated, with A+ follow up?

Do you have a history of building long lasting professional relationships based on mutual trust and respect?

Do you thrive in a highly collaborative team environment?

Then you could be a great addition to our team as a Key Account Manager!

Based in the GTA, you will report directly to the National Director of Sales and become part of a highly engaged, collaborative team that knows how to get the job done while having a little fun along the way!

As the BrandSeed Key Account Manager, you will have the responsibility for growing our brands with key retailers across Canada by working directly with our brand, retail and distribution partners. You will focus on creating and implementing sales and marketing strategies and ensuring flawless execution.

For all the details on this exciting opportunity, visit:

www.brandseedmarketing.ca

Linked In – can you set it up to connect via InMail?



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Industry	Employment Type	Job Title	Job Function
Natural/Organic Food	Full-Time (1)	Key Account Manager	Sales

Job Description:

- Achieve sales growth and margin targets
- With a sense of urgency and a clear strategy, effectively present and follow through on brand opportunities with all clients and customers
- Create and implement promotional plans using effective sales strategies, tailored to individual retailer and brand requirements
- Ensure sales activities are cost effective, efficient, and within established budget
- Be an expert on your Customers - their merchandising strategies, operations, policies, programs, systems, products, and needs
- Be an expert on the industry – Dedicate time to in-market store visits, to research and analyze environmental and competitive products, conditions, and market trends, to support business building opportunities
- Nurture existing relationships by becoming you customers' 'go to' person and prospect for new opportunities and contacts, capitalizing on networking events and professional associations
- Ensure all transactions are consistent with Company-wide goals

Experience, Qualifications and Skills:

- Minimum of 3 to 5 years of key account experience selling to retail chains in consumer packaged goods with preferred experience in Natural & Organic sales
- High energy level, excellent interpersonal skills and a focus achieving the best customer/ client experience
- Results-driven, detail orientated, resourceful and highly organized with an ability to work on multiple projects with strict deadlines
- Highly developed problem solving skills
- Ability to travel for retailer meetings, trade shows i.e. CHFA, Expo West
- Proficiency with MS Office, a necessity
- Excellent grammar, verbal and written skills and fluent in English. French is an asset

Reference Checks:

Reference checks will be conducted for potential candidates. The information collected will be kept confidential and only used in making the final hiring decision.

Application Process:

All interested, qualified, applicants should apply online by midnight, February 28th, 2022. (Eastern Daylight Time) Visit the BrandSeed Marketing Inc. website @ www.brandseedmarketing.ca, under "Contact Us" and attach your resume and letter of introduction or j.kavanagh@brandseedmarketing.ca

We wish to thank all who apply and wish you *Good Luck!*