



National Account Manager - US

INFORMATIONS DU POSTE / POSITION DATA					
TITRE DU POSTE / JOB TITLE	National Account Manager	SUPÉRIEUR IMMÉDIAT / REPORTS TO	VP Sales – Foodservice	GRADE SALARIAL / JOBGRADING	
DÉPARTEMENT/ DEPARTMENT	Sales			NUMÉRO DU POSTE / JOBCODE	
LIEU DE TRAVAIL/ LOCATION	Home Based	MANAGE / SUPERVISES	N/A	DATE:	April 2024
SOMMAIRE DE LA FONCTION / JOB SUMMARY					
<p>Reporting to the Vice President Sales – Foodservice, the National Account Manager will be responsible for management, negotiation, and development of Food Service US. This includes ensuring consistent profitable growth through collaborative client relationships, sales planning and sales strategy execution.</p>					
DÉTAIL DES RESPONSABILITÉS/ ESSENTIAL FUNCTIONS					
<ul style="list-style-type: none"> Execute Foodservice Growth Strategy, develop key markets, and grow our current Broadline customer base. Maintain and grow our strength and alignment collaboratively with new and existing Foodservice customers. Analyze sales using external and internal data to help make strategic business development decisions. Collaborate with our Marketing team on building our Corporate identity and Brand strategy, new product launches, promotional campaigns, and advertising. Meet Monthly with Category Managers/Director to ensure that annual plan and objectives are on track. Consistent monthly reporting and reviews of customer bookings, forecasting, and sales alignment. Management of customer Budgeting process, RFP processes, Shark Tank, Bid Reviews, and all pricing activities. Manage Customer Deduction process, bill back agreements, and the penalty bill process. Collaborate with cross functional teams (Supply Chain, Finance, etc.) Manage, Drive and Inspire our customers! 					
QUALIFICATIONS					
CONNAISSANCES, COMPÉTENCES ET APTITUDES / KNOWLEDGE, SKILLS AND ABILITIES	<ul style="list-style-type: none"> Experience in Foodservice and Major Account Management Experience in developing sales Strategies Knowledge and experience in the foodservice industry, ideally in Frozen and/or the Canned Vegetable channel Experience in negotiations, meeting sales goals, building relationships, responding to customer demands, managing processes, engagement, and customer training Strong oral and written skills Expertise in Excel, PowerPoint, G Suite Bilingual English and French - optional 				
EXIGENCES PHYSIQUES / PHYSICAL DEMANDS	NA				



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ENVIRONNEMENT DE TRAVAIL / WORK ENVIRONMENT	Home based with an estimated 10 – 15% of travel in the US.		
EXPERIENCE	Five (5) years of Foodservice Major Account Management, Previous Private Label experience in the Frozen or Canned Vegetable category a benefit.		
EDUCATION	College Degree		
APPROBATIONS / APPROVALS			
RÉVISÉ PAR / REVIEWED BY		DATE:	
APPROUVÉ PAR / APPROVED BY		DATE:	
RESSOURCES HUMAINES / HUMAN RESOURCES		DATE:	

Les énoncés ci-dessus visent à décrire la nature générale du travail effectué. Ce n'est pas une liste exhaustive de tous les devoirs et responsabilités. Nortera se réserve le droit de modifier et de changer les responsabilités pour répondre aux besoins commerciaux et organisationnels.