



The Healthy Hydration Company™

Nestle Waters Position Description

Position: Key Account Manager (KAM) -Foodservice

Channel: Away From Home

Location: East Quebec

Reports to: Division Manager, Foodservice

Business Planning: Complete knowledge of customer volume, and means of distribution, which will allow the KAM and the customer to develop a sales and marketing plan for the entire year that coincides with brand and channel plans via Food Service Drive Calendar Quarterly blitzes.

New Business/Customers: Identifying sales opportunities by cold calling, networking and fact-finding. Must continually build account base through cold calling and adjusting your call frequency as required. Work with NWC Distributor Sales Team to maximize opportunity across both channels and work with approved distributor partners to increase sales prospects within industry.

National Accounts Programs: Manage execution of NWNA National Account agreements / contracts at the district, area and regional levels and set up selling meetings with accounts, correct compliance issues identify new sales opportunities.

Customers: Manage and penetrate customers at all levels, national or regional, and develop relationships with commercial and non-commercial accounts that enable achievement of plans and objectives. Focus attention on top key influencer accounts in territory (fine dining, independent markets etc).

Selling: Prepare and deliver effective selling presentations that implement approved Customer Business Plans and employ effective game theory and negotiating strategies. Develop and sell through business reviews with focus on increased volume for NWC and increased revenue for the in direct account.

Execution: Effectively execute all contracts. Ensure each account is executed to the fullest by using appropriate POS, premiums and equipment (when available). Execute all regional and national promotions in commercial and non-commercial.

Performance Tracking: Leverage management tools (weekly reporting tool, master list) to analyze data on a variety of critical business drivers ranging from coverage productivity and time allocation to program compliance. Maintain an up to date and accurate Weekly Activity Report which is submitted weekly to reporting manager.

Trade Funds: Ensure promotional programs for assigned customers comply with approved trade fund spending levels and ensure compliance with Nestle financial standards.

Profitability: Improve margin performance at all accounts (product mix, trade spending, POS, NPTE in HYDRO, etc). Ensure all spend is accurately reflected in HYDRO and monthly / quarterly scrub calls are completed for volume and spend.

Budgets: Manage budgets (T&E, POS and equipment)

DIRECT CUSTOMERS (Where Applicable)

Forecasting: Develop timely and accurate forecasts (volume and spend) for assigned accounts and revise throughout the year

INDIRECT CUSTOMERS (Where Applicable)

Forecasting: Provide feedback to support accurate forecasting. Must have relationship with Distributor Sales Reps to be effective in this area.

Admin: Must have a strong working knowledge of excel, PowerPoint and outlook. Must have a clear understanding of how to learn independently and willing to commit to self improvement through "outside the box" strategic thinking.

Additional: Be willing to adapt to change and lead team projects nationally. Have experience selling in Montreal, Quebec City and the Ottawa corridor. Interested in being known for something through creative hard work and dedicated results focused selling.

Requirements

- 4+ years of professional sales experience a must
- 4-year Bachelor degree preferred
- Must be bilingual
- Must thrive on creating and selling innovative ideas and demonstrate an entrepreneurial spirit.
- Strong negotiation skills a must
- Must have excellent communication skills
- Must be a team player

Suitably qualified candidates should complete an Internal Application Form signed by their manager and submit to Human Resources – Mireille Duclos. **REFERRALS WELCOME!** External Applicants should apply via careers@waters.nestle.com

Closing Date: Friday, June 1