



JOB DESCRIPTION

ACCOUNT MANAGER

OBJECTIVE

Reporting to the Chief Sales and Procurement Officer (CSPO), the Account Manager will manage new and existing business for EarthFresh. In addition, this role will be responsible for securing customer relationships, increasing sales, managing customer inquiries, and market communication.

QUALIFICATIONS

Education:

- Bachelor's Degree/Diploma in business or a relevant field of study

Experience & Skills:

- 3-5 years of sales account management experience in the produce and potato industry
- Exceptional customer service and communication skills (verbal and written)
- Strong presentation skills
- Strong relationship building and interpersonal skills
- Detail oriented
- Strong problem-solving skills
- Ability to work independently
- Excellent organizational skills, ability to prioritize
- Results driven and self-motivated
- Proficient in MS Office and knowledge of inventory management software an asset
- Flexibility in working hours/frequent travel within Canada and U.S. is a requirement

PRINCIPAL RESPONSIBILITIES

- Achieve sales performance plan.
- Develop, execute, and maintain profitable pricing strategies within customer portfolio.
- Analyze and optimize product mix to drive sales, tonnage, and profitability within customer portfolio.
- Build and maintain high level relationships with customer portfolio.
- Work closely with internal procurement and operations teams to ensure that customers are serviced with appropriate quality and on-time deliveries.
- Develop expert knowledge within potato and root veg categories for retail and/or foodservice customers.
- Proactively communicate order status, price changes and product discrepancies with customers.

- Prospect and acquire new business as per sales performance plan.
- Work with procurement and sales teams to provide accurate and timely market updates to customers.
- Provide regular feedback to procurement team to help strengthen EarthFresh market share.
- Attend industry events and represent a professional image of EarthFresh at all times.
- Other duties as required by the CSPO.