



Position: Account Manager

The Account Manager reports to Sr. Director of Sales, and is responsible for supporting supply chain account base with revenue growth and client satisfaction in a focused area of Dairy and Consumer packaged goods. Strategies may include, but not limited to, expansion of retailer and supplier base and business opportunities related to growing the supply chain. Strong forecasting replenishment knowledge is preferred.

Salary: Competitive with industry norms.

Travel: 40%

Job Description:

- Ability to effectively manage customer and staff relationship, promptly responds to queries, ensure commitments are kept and manage expectations.
- Communicate, liaise and negotiate internally and externally using appropriate methods to facilitate the development of profitable business and sustainable relationships.
- Attend and present at external customer meetings and internal meetings with other company functions necessary to perform duties and aid business development.
- Identify and grow opportunities and collaborate with teams to ensure growth attainment
- Proactively assess, clarifies and validates customers' needs on an ongoing basis.
- Understand and Track value proposition that PCG solutions provide to the business

Knowledge:

- Education: Bachelor's Degree
- Must have Retail or Manufacturer background with understanding of Ordering and Replenishment
- Supplier background with Bakery, Dairy or Beverage Experience desirable

Skills:

- Highly organized and efficient
- Demonstrates excellent communication and follow-up skills
- Self-motivated and able to work independently
- Shows consistent professionalism and good judgment

Experience:

- 2-4 years' experience in retail and/or analysis