

Territory Account Manager - Vancouver

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Company: STLTH

Location: Vancouver

Category: other-general

Territory Account Manager STLTH Vancouver, British Columbia, Canada (Hybrid) ABOUT THE ROLE: As our Territory Account Manager, you are essential to providing key support within our Sales organization. You will mainly be responsible for managing customer accounts with both regional and national Convenience & Gas Store chains within Canada. You will be responsible for managing and growing an assigned territory within the Vancouver area by increasing and maintaining product volume, adding new points of distribution, and establishing and maintaining relationships with our Gas and Convenience Store partners, including their staff, sales reps, and distributors. The ideal candidate for this role is a self-starter, a strong collaborator, has great organizational and communication skills and most importantly is motivated to build relationships across the Gas and Convenience Store channels. This role requires excellence in the fundamentals of the FMCG business and the strategic thinking skills to manage consumers. What you will be doing: Plan, organize, and execute sales strategies and territory plans. Develop customer relationships through category, product, and educational awareness in order to drive adult consumer conversion and attachment. Be a leader within the sales team by demonstrating proficiency in business fundamentals & and tools. Have ownership of your sales pipeline by nurturing leads and building a plan towards hitting revenue and conversion targets. Operate from a position of confidence and knowledge by understanding our product and educating the end consumer. Work cross-functionally with the sales, operations, and marketing teams to create strategic plans in order to positively impact the growth of the business. Work across internal departments in order to resolve any customer issues in a quick and efficient

manner. What are we looking for: 3+ years experience in retail sales/account management, with strategic account emphasis. Previous experience with FMCG products or C-Stores Proven. Ability to forecast and communicate volume and spending information. Demonstrates strategic thinking, and problem-solving, and can prioritize competing demands within Gas and Convenience Store retailers and internally. Highly self-motivated, results-oriented, and able to drive category leadership sales execution. Consistent track record of achieving both personal and team goals. Enthusiasm for increasing customer satisfaction and developing customer relationships. Candidates must have a clean driving record as well as a reliable form of transportation. This role may require you to travel overnight. What's in it for you: Health and Dental Insurance Plan KM allowance, gas and cell phone covered Competitive base package with bonus structure based on territory growth and assigned KPI's

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