



## **National Account Manager**

Peak of the Market Ltd. is looking for an experienced National Account Manager to join our growing team. The role of the National Account Manager is to achieve Peak's strategy and sales vision, while promoting the product, quality and growers that grow them. In this role, you will be expected to provide product information and solutions to our customers, monitor customer feedback, successfully manage customer relationships, and resolve internal and external customer service issues. Previous experience in sales and the produce industry is key to success in this role. The ideal candidate has the hunger and charisma to build new and maintain current business while being proactive, a great problem solver and calm under pressure.

### **Role and Responsibilities**

- Build and maintain relationships with top retailers in Canada.
- Build and maintain relationship with food service and wholesalers in North America.
- Prospect the territory for new customers and grow current customer produce portfolio.
- Develop a business and sales strategy for their territory. Plan and organize activities to generate profitable growth, while satisfying targets.
- Stay informed about industry trends, competitor activities, and market dynamics.
- Collaborate to develop customized proposals that align with the unique needs and objectives of each client.
- Project manages new customer roll-out campaigns to ensure all campaign requirements are met; measure campaign progress and communicate internally and externally.
- Utilize cold calling and networking techniques to build a robust pipeline of opportunities.
- Coordinate, and manage, Category Management initiatives including assortment and pricing.
- Routinely interface with internal and external departments/personnel across the business.
- Work effectively as part of a Customer Team, while maintaining a positive connection and relationship with other direct teams.
- Active customer management through visiting stores, in person customer meetings, and produce industry conferences and shows.
- Oversee financial management from contract initiation through to project completion
- Maintain a social media presence that promotes the brand and business.
- Travel within North America will be required.

### **Qualifications**

- Bachelor's degree in business, marketing, or related field preferred.
- 3+ years of successful sales or related experience.
- Passion and strong understanding of the fresh produce market, industry dynamics, and supply chain.
- Effective communication, negotiation, and presentation skills. Ability to effectively communicate with multiple levels of management, both internally and externally.
- Problem solving mindset, with the ability to thrive in a fast-paced and dynamic environment.
- Energetic, organized, and self-motivated individual with a team-oriented mindset.
- Demonstrated self-starter that can deliver results in a lean, agile organization.
- Proficient use of MS Office and other CRM tools.