

JOB TITLE: ACCOUNT MANAGER – Grocery

DEPARTMENT: Sales

SUPERVISOR: Sales Manager

CLASSIFICATION: Exempt

**POSITION SUMMARY:**

The role of Account Manager at Ace Distributing is to maintain and grow business and revenue opportunities for its retail partners throughout assigned territory, serving as a valued resource to all necessary partnerships and consumers.

**KEY FUNCTIONS:**

- Identify and manage the inventory within assign retail partners’ accounts, ensuring the utmost in quality and consumer experience with Ace Distributing portfolio.
- Executing business plans through fact-based selling techniques and displaying an ability to “close deals” with customers using fact-based selling and superior communications skills
- Execute route specific business plans through strategic selling, ensuring strong ability to secure and expand business opportunities for Ace Distributing.
- Execute account level sales growth through maximizing points of distribution and creating incremental revenue opportunities for retail partners.
- Selling creative displays to retail partners to be at optimal locations within the account to maximize revenue opportunities for retail partners.
  - Hitting incentive plans and volume goals built out by Ace and our partners
- Display skills to work independently and efficiently within assigned route matrix.
- Execute the receipt and processing of account orders, in addition to proficiency in basic product maintenance and merchandising responsibilities for optimal consumer experience.
  - Account Manager will need to execute Company goals on how a sales call should be executed
- Ensuring that customers are sufficiently merchandised by controlling back room stock and shelves through leading and influencing merchandising employees
- Providing data and insights to internal partners for growth from in-store consumer activity
- Display a proficient knowledge of the Ace Distributing family of brands to continually provide valuable resources to retail partners.
- Promoting and fostering a collaborative teamwork based culture to ensure market success.
- Presenting new ideas and new ways of thinking in an effective and persuasive manner
- Conduct In – Person face to face sales calls based on route sales

PREFERRED JOB REQUIREMENTS:

- High school diploma plus significant related experience
- Strong problem solving, influence and negotiation skills
- Demonstrated use of excellent interpersonal skill
- Excellent written and verbal communication skills
- Strong Microsoft Office Skills
- Sales experience B2B or Strong educational background in Sales
- Managing inventory within accounts
- Writing, entering, and/or processing customer orders

OTHER FUNCTIONS:

- Must comply with other duties as assigned by supervisor.

WORKING CONDITIONS:

While performing the duties of this job, the employee frequently works in outside weather conditions. The employee is occasionally exposed to wet and/or humid conditions, fumes or airborne particles, toxic or caustic chemicals and vibration. Also, frequently required to walk, sit, talk, hear, use hands and fingers to operate objects, tools, or controls; and reach with hands and arms. The employee is occasionally required to balance, stoop, kneel, and crouch. The employee must be able to move 150 pounds (equivalent to 1 full ½ keg) proficiently when necessary. Specific vision abilities required by this job include close vision, peripheral vision, color vision and the ability to adjust focus.

Frequently this job requires an employee to walk into the warehouse. The warehouse is not heated or cooled with the exception of the cooler where the temperature is maintained between 32 and 40 degrees. The warehouse can also be very loud due to vehicles and fork lifts running. The employee may be exposed to exhaust fumes while in the warehouse.

The job description is only a summary of the typical functions of the job, not an exhaustive or comprehensive list of all possible job responsibilities, tasks and duties. The responsibilities, tasks, and duties of the jobholder might differ from those outlined in the job description and other duties as assigned, might be part of the job. This job description does not constitute an employment contract; the employment relationship between Ace Distributing and the employee is an at-will relationship.