



ACCOUNT MANAGER

Company: Thomas, Large & Singer Inc.

Location: Markham, Ontario

Industries: Consumer Packaged Goods, Logistics, Distribution, Private Label, Industrial Ingredients

Job Type: Full Time Employee

Years of Experience: 5+ years

Education Level: University

Job description:

Thomas, Large & Singer Inc. is a leading provider of comprehensive value chain solutions to leading consumer packaged goods brands in the Canadian market as well as sales services to private label and branded manufacturers.

Our dynamic team is growing and currently we require the services of a strong **Account Manager**. Reporting directly to the National Account Manger, you will be responsible for managing and growing defined Key Accounts, ensuring customer satisfaction, and driving revenue growth. Your primary focus will be on building strong relationships with key stakeholders, understanding their business needs and delivering tailored solutions to drive mutual success. This position works closely with our internal supply chain, credit/deduction management and finance teams as well as external retailers and the client. This role will be based out of our Markham office.

Responsibilities include:

- Develop and execute strategic account plans for assigned key accounts, including identifying growth opportunities, setting account objectives, and establishing sales targets.
- Build and maintain strong relationships with key decision-makers and influencers within the retailers' organizations across all levels of management, understanding their business objectives and challenges. Proactively address customer needs, resolve issues through regular communication and effective problem-solving.
- Supporting the NAM on adhoc requests related to deduction management, forecast updates and other tasks as needed
- Collaborate closely with internal teams, including sales, marketing, finance, customer service and supply chain to ensure effective delivery of solutions and seamless customer experience.

- Identify and pursue new business opportunities within existing key accounts, leveraging your understanding of their business and industry trends.
- Negotiate contract renewals, manage trade spend efficiently, ensuring favorable terms and mutually beneficial agreements.
- Maintain accurate and up-to-date account records, including sales activities, pipeline management, within our Exceedra systems.
- Stay updated on industry trends, market dynamics, and competitor activities, providing insights and recommendations to internal teams and clients.
- Plan annual promotional activities, while continuously looking to maximize ROI.

Required Skills:

- 5+ years of experience in consumer-packaged goods sales management and retail
- Prior experience in dealing with Costco is strongly preferred and the role will also include managing other customers such as Giant Tiger and Channel accounts. Confectionary experience would also be an asset.
- Bilingual in French and English is an asset
- Proven record of success in growing and managing sales
- Excellent presentation, interpersonal, and communication skills
- Strong organizational and time management skills
- Strategic thinking and problem-solving abilities, with a proactive and results-oriented approach
- Competitive spirit – the successful candidate will have a go-getter mentality in identifying and pursuing growth opportunities
- University degree in related field
- Driver's License and access to a vehicle; some travel required
- MS Office including Excel (Must be proficient with Vlook-ups, Pivot Tables, "if" calculations, etc. Must have the ability to dissect large data files through retail portals and summarize as executive summary for the NAM), PowerPoint, Word & Outlook

What's In It For You...

- **Great team** dynamic and tight knit company culture. One of the most important factors in choosing your next role is the people you work with and our people are AWESOME!
- **Flexible work environment.** Ability to work from home 1-2 days per week.
- **Competitive compensation package** (salary & bonus). We get it – money isn't everything, but it's still a very important factor.
- **Benefits** – Health & Dental, Life Insurance, Disability Insurance, Parameds – Massage!
- **Pension Matching** (after 1 year – employees put in 5% and TLS matches with 5%)
- **Tuition and professional fees** reimbursement.
- **Summer Hours Program** – who doesn't want to leave early on Fridays to spend more time with friends and family while the sun is shining.

Interested candidates may apply by email to Human Resources, HR@tlscanada.com with your resume and salary expectations.

We thank all applicants for their interest, however, only those selected for an interview will be contacted.

Thomas, Large & Singer welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

About Thomas, Large & Singer Inc.

Since 1912, Thomas, Large & Singer has been a preferred buy-sell distributor in the Consumer-Packaged Goods industry for many Canadian and international clients. Over the past century, the company has developed expertise in all facets of the industry from national logistics and warehousing to order-to-cash, trade promotional control solutions, broker management and sales agency of private label and industrial ingredient solutions.

To find out more, please go to our website www.tlscanada.com