

Rolf C Hagen Inc. is looking for a dynamic Key Account Manager to join our team in our Mississauga office. Rolf C Hagen Inc. is the world's largest privately-owned, multi-national pet products manufacturer and distributor – a true industry leader for over 60 years. This position reports to the National Sales Director and is an integral part of the Canadian sales team. You will be responsible for all aspects of PetSmart account.

Responsibilities:

- Develop & execute key account programs to align with Hagen OGSM (Objectives, Goals, Strategies, Measures).
- Report on sales and program results and recommend modifications to achieve targeted volume & budget objectives.
- Track & manage key account spending budget to ensure visibility and transparency.
- Seek and identify opportunities to deliver strategic results and positive ROI.
- Maintain frequent communication with purchasing, marketing, and operations team members.
- Possess strong leadership skills and the ability to convey a strategic vision to customers as well as senior management.

Qualifications:

- Bachelor degree in related field or equivalent level of industry experience.
- 5-10 years' experience in a related field.
- 3-5 years' experience with Petsmart would be an asset.
- Demonstrate a sense of urgency and bias for action, ownership and accountability.
- Knowledge of retailer VIP systems and AC Nielsen data.
- Strong presentation and negotiation skills and ability to collaborate with both internal and external groups to achieve common goals.
- Experience in all aspects of developing and executing sales and marketing strategies to meet organizational and customer objectives.
- Keen understanding of industry market trends, dynamics and requirements.
- Strong communication, problem solving, analytical and statistical skills.
- Knowledge of consumer-packaged goods and mass retail industry an asset.

If you are passionate about taking the next step in your career and you want to be part of a successful company, do not miss out on this opportunity; send in your CV and cover letter today to hresources-can@rchagen.com

We thank all applicants who apply, but only those selected for an interview will be contacted.