

Territory Manager / Key Account Specialist**Bangarang Beverage Co. And Equals Brewing Company**

JOB LOCATION: GTA Core Region

COMPANY: Bangarang Beverage Co, a part of Equals Brewing Co.

REPORTING TO: Director of Sales

POSTING TYPE: Permanent, Full-Time

SALARY: \$50,000-\$60,000

Are you personable, hardworking, and ready to roll your sleeves up and make things happen?

Able to create strong relationships and play on the top line of a winning team?

COMPANY DESCRIPTION:

Equals Brewing produces great beers, ciders and ready-to-drink products for many of Ontario's and Canada's favourite breweries and brands. Due to the pandemic, we launched our own brand, Bangarang Hard Seltzers which has grown rapidly in its first full year.

We know the key to our success with Equals and the rapid growth of Bangarang is because of our people and teams! We are looking for a passionate, driven, keen individual to join our team and become a part of a vibrant and fun culture. As a small but growing business, we are looking for individuals who are leaders in their area, ready to take initiative and deliver results for the team.

ROLE SUMMARY

Reporting to the Director of Sales, the Territory Manager and Key Account Specialist is responsible for managing key customer accounts and providing expert advice and knowledge to develop positive relationships and increase sales. This role is in a very fast-paced and changing environment where the candidate will need to stay ahead of industry and market trends to meet personal, organizational, and client objectives. This individual should be driven to work hard and meet key execution metrics set out by the individual, the organization, and the customers. The ideal candidate for this role is personable and has a high level of area knowledge and industry experience. We are looking for someone who will take initiative to form new relationships, support existing customers, and develop creative opportunities for the company and our customers.

RESPONSIBILITIES:

- Achieve territory sales volume, revenue, and share growth targets.
- Establish and maintain business relationships with customers and key accounts.
- Advise and provide recommendations regarding Bangarang products, promotions, and sales opportunities.
- Work with customers to develop account plans, strategies, and priorities to increase sales and product reach.
- Work with sales management and customers to develop spending budgets and set achievable targets.
- Hold regular business reviews and check-ins with customers to discuss product performance and adjust or revise the program and/or target as required.
- Manage expenses within an established budget and apply knowledge of the territory to help identify opportunities and execute sales plans.
- Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations.
- Maintain merchandising standards and work to influence space allotments and product visibility/accessibility based on analysis of sales.
- Maintain up-to-date customer information and sales data in customer relationship management software (CRM).
- Utilize industry knowledge and reporting software to understand customer and territory performance and modify strategies to meet targets and other key performance indicators.
- Participate in team meetings and provide the sales management team with detailed local market intelligence as required.
- Apprise growing industry and local trends and changes to the competitive environment to overcome challenges and optimize on opportunities.
- Perform other related duties as required.

QUALIFICATIONS:

- Minimum 3 years of sales experience in a consumer-packaged goods environment; previous experience in the alcoholic beverage industry considered an asset.
- Experience executing sales plans.
- Post-secondary education in a related field.
- Proven ability to build strong working relationships with internal and external stakeholders to the organization.
- Effective communication and strong presentation skills.

- Strong computer skills with previous experience using Google Docs and Microsoft Office
- Valid driver's license and clear driving record.
- Acceptable criminal check
- Ability to demonstrate behaviours that are compatible with organizational values.
- Solid territory and market knowledge and understanding.
- Smart serve training is considered an asset.

WORKING CONDITIONS:

- The nature of the role may require non-traditional working hours and weekends
- Working in an office environment and outside at events, as required

If interested please send your application, resume and cover letter to the address below prior to the closing date.

Please email HR@equalsbrewing.com to apply!

Subject: Territory Manager and Key Account Specialist

We thank all candidates for their interest however only those selected to proceed will be contacted.

The strength of Equals Brewing comes from our diverse team members. We are an equal opportunity employer and encourage everyone with relevant qualifications to apply. In accordance with the Accessibility for Ontarians with Disabilities Act, 2005 and the Ontario Human Rights Code, accommodation will be provided to candidates with disabilities during the recruitment and selection process. If you are invited to participate in the process and require accommodation, please let us know in advance.