

# Account Manager, Food

Location: Toronto, ON

## What you will do:

- Responsible for growing sales in the Food Ingredient Industry and other industrial markets within the territory
- Actively manage and grow a defined sales territory
- Work with management teams to develop strategic product and service solutions specific to customers and markets
- Tailor and implement territory strategies to optimize growth in alignment with corporate objectives
- Create and foster relationships through multilevel selling at key customers and influencers throughout the value chain
- Provide reporting and analysis on sales results, regional market trends, and competitive updates
- Actively communicate qualitative and quantitative updates in CRM tool
- Provide product forecasts and consolidated sales forecasts
- Collaborate with internal support staff to ensure Univar is consistently delivering exceptional customer service
- Effectively contribute and maintain customer specific information in CRM tool
- Other duties as required

## Qualifications:

- College diploma or University degree with two (2) years specialized training in a related field (i.e. chemistry, sales) or two (2) years' experience in outside sales is required
- Must be self-motivated and have the ability to relate to, and communicate with, individuals at all levels
- Must possess excellent people skills for interface with both internal/external customers and suppliers
- Must have strong organizational skills with the ability to work independently, demonstrate initiative and possess strong written and oral communication skills
- Must be a team player who is customer oriented
- Strong PC skills required

## We have:

- Competitive wages and great benefits
- A pleasant place to work with the best co-workers around
- Enjoyable company events throughout the year
- Training and education reimbursement programs

## How do I apply?

Please send your resume and cover letter in Word or PDF format to [toronto.hr@univarcanada.com](mailto:toronto.hr@univarcanada.com). Please indicate the job title and location (Account Manager - Toronto) in the subject line of your email. Please note that candidates are subject to background and reference checks. Thank you for your interest in Univar.

## About Univar

Univar Canada is the leading distributor of chemistry and related innovative products and services in Canada. We provide more chemical products and related services than any other company in the marketplace. Our wide distribution network, with locations coast-to-coast, helps guarantee fast, reliable service to Univar's customers.

Safety is our first priority, both the starting point and foundation for all aspects of our global business operations. Safe transport and storage of products, safe operational practices and safe working conditions enable us to protect our employees, customers, suppliers and the environment.

To read more about our successes and what we do, please visit: [www.univar.com](http://www.univar.com).