

Rogers Foods

<https://rogersfoods.com/job/key-account-manager>

Key Account Manager

Description

The Key Account Manager is accountable for achieving established sales for assigned regional accounts by maintaining effective and efficient coverage of bakery accounts.

Qualifications

- Must be a self-starter with the ability to use initiative, but also able to work as part of a team.
- Three to five years of sales experience.
- Willingness to travel throughout North America and Japan as required.
- Demonstrated excellence in customer service.
- Strong written and oral communication and presentation skills.
- Proficient in Microsoft products such as Excel, Word, Outlook, and PowerPoint.
- Based out of the Lower Mainland with a willingness to travel.

Responsibilities

- Regularly meet and communicate with customers to identify opportunities, resolve issues, and foster strong customer relationships.
- Develop market intelligence, including understanding market conditions related to competitive activity, pricing, potential new sales opportunities, and bakery demand/supply conditions.
- Contribute to the development and implementation of departmental sales plans, goals, and objectives.
- Demonstrate effective listening, strong communication skills, and the ability to work collaboratively with Management, Operations, Finance, and Quality Assurance teams to align the sales strategy with the company's ethics, vision, and goals.
- Meet sales goals for assigned bakery accounts.
- Become a market expert and speak effectively on commodity cost influences and flour component inputs (futures, basis, mill feed).
- Establish relationships with key decision-makers and influencers.
- Demonstrate proficiency and ability to effectively sell Rogers Foods products.
- Proactively seek out information and learn without requiring extensive structure and supervision.
- Report and make recommendations to the Vice President, Sales, on market developments, competition activities, and appropriate marketing strategies.
- Work closely with operations, finance, quality control, and procurement to ensure organizational stakeholders agree on business viability.
- Carry out additional duties and projects as assigned by the Vice President, Sales.
- Interface and maintain positive working relationships with internal operational personnel.
- Utilize CRM software for everyday sales functions.
- Follows Good Manufacturing Practices (GMP's) while performing job duties and tasks.

Hiring organization

Rogers Foods Ltd

Employment Type

Full-time

Duration of employment

Full Time Permanent

Industry

Manufacturing

Job Location

44360 Simpson Road, V2R 4B7,
Chilliwack, BC, Canada
Remote work from: Canada

Working Hours

40

Base Salary

\$ 65,000.00 - \$ 85,000.00

Date posted

July 30, 2025

