



COMPANY DESCRIPTION

ASR Group is the world's largest refiner and marketer of cane sugar, with an annual production capacity of more than 6 million tons of sugar. The company produces a full line of grocery, industrial, food service and specialty sweetener products. Across North America, ASR Group owns and operates six sugar refineries, located in Louisiana, New York, California, Maryland, Canada and Mexico. In the European Union, the company owns and operates sugar refineries in England, Portugal and Italy. ASR Group also owns and operates mills in Mexico and Belize. The company's brand portfolio includes the leading brands Domino®, C&H®, Redpath®, Tate & Lyle®, Lyle's® and Sidul®.

OVERVIEW

The Quebec based Account Manager is responsible for driving new growth and managing existing relationships within all areas of business including foodservice, retail and industrial. The successful candidate will manage a complex portfolio of accounts to maximize profits and optimize market share.

DETAILED ROLES & RESPONSIBILITIES

- Negotiate and manage supply contracts
- Ensure proper coverage of customer market orders with the commodity trading desk
- Effectively manage annual budgets and sales plans based on corporate objectives
- Work with supply chain to develop monthly sales forecasts by product and customer
- Prepare presentations, business reviews, and sales reports that identify areas for improvement and new business opportunities
- Provide input to customers on market conditions and monthly sales updates
- Assist in maintaining customer account to ensure payments are current
- Assist in the reconciliation of outstanding short payments and deductions
- Work with various functions in handling and resolving customer complaints

WORK EXPERIENCES

- Five (5) to seven (7) years' experience managing key accounts in the food industry
- Working knowledge of price and risk management in a market traded commodity

EDUCATION REQUIREMENTS

- Bachelor's degree in business administration, food science or food technology

SUPERVISORY RESPONSIBILITY

- No

ESSENTIAL CAPABILITIES (KNOWLEDGE, SKILLS, ABILITIES AND PERSONAL ATTRIBUTES)

- Advanced knowledge and proficiency of MS Office (Word, Excel and Powerpoint)
- Excellent communication and presentation skills
- Excellent interpersonal skills, interacts well with multiple departments as required (finance, customer service, commodities group, marketing)
- Strong analytical and negotiation abilities
- Dynamic and self-motivated

- Excellent time management and priority setting
- Leadership
- Result oriented
- Territory requires 10% travel
- Capacity to work in a fast-paced changing environment

Please apply online [here](#) or contact karina.oboroceanu@asr-group.com for more information.