



JOB POSTING

Account Manager –GTA West

Closing Date – March 1, 2010

The Opportunity:

We have an exciting opportunity at Genuine Health for an Account Manager, GTA West, with primary responsibility for maximizing sales within the assigned territory. This includes managing sales objectives, expense budgets and client relationships. This position is also accountable for contributing to the overall success of Genuine Health and the obtainment of company objectives. This position is a fulltime, **one year** contract role. Anticipated started date is March 15th, 2010.

About Genuine Health:

At Genuine Health we are inspired by our customers, our people, our products and our passion for health. Our vision is to provide the most superior products for a healthy and vibrant life. Over the past ten years the company that started with one product is now one of the largest natural products companies in Canada. Our products are available across Canada in over 4000 stores and our business is currently expanding within the United States and Canada. We offer a positive working environment, competitive compensation and benefits, and the opportunity to contribute and succeed within a growing company.

Key Responsibilities Include:

- Manage sales objectives and maximize sales by customer and product category
- Manage all aspects of the Expense Budgets within allocation
- Manage Call Cycle through prioritization for effective and efficient time usage and submit sales call reports weekly
- Build and maintain solid client relationships through superior customer service and follow up
- Manage in-store product, merchandising and display opportunities, as well as inventory control where applicable
- Implement monthly marketing programs to maximize sales
- Attendance at 2 trade shows and 3 consumer shows per year
- Submission of weekly and monthly reports such as Sales Call Reports, Expense Reports, and POA report.



Skills and Qualifications:

- University degree in Business, Marketing or Economics. Courses related to Nutrition an asset
- 3-5 years of territory management experience
- Demonstrated ability to build solid client relationships
- Natural health industry knowledge/experience an asset
- Must have a valid drivers license and access to a car
- Proficient with CRM's and the Microsoft Office Suite
- Strong negotiation, communication, organization and presentation skills

Should you or anyone you know be interested in an exciting opportunity with a dynamic organization, please submit your resume in confidence to resumes@kirwingroup.ca. Genuine Health is an equal opportunity employer.