



## **JOB POSTING**

*Account Manager, Lower Mainland, BC  
Full time, Permanent*

### **The Opportunity**

**Genuine Health** currently has an exciting opportunity for an Account Manager in the Lower Mainland, BC to join our team. The purpose of this position is to secure and grow Genuine Health's sales and merchandising/marketing objectives within assigned accounts. This role provides sales forecasting to meet assigned sales goals, provides effective customer service to assigned accounts and effectively communicates account and competitive activities to Sales and Marketing management.

### **Who is Genuine Health? Let us tell you:**

#### **We feel good, and inspire others to do the same**

At the heart of everything we do is to help everyone who uses our products to love how they feel. People who feel good do good for themselves and others. As our founder and president, Stewart Brown says, "Health gives you the ultimate freedom - freedom to live your life to the fullest."

#### **We make awesome products (and we have awards to prove it!)**

Since we launched greens+ 25 years ago, we've been committed to creating innovative products. We lead with research and we use only pure, natural, GMO-free ingredients to make the most effective natural products out there. We create categories and drive innovation in the Natural Health world and we are proud of it. In 2014, we created the first fully fermented protein powder, and we just launched our first ever probiotic to change how people think about the gut microbiome.

#### **We have big hearts**

We care about the environment, and use ingredients that come from sustainable, earth-friendly sources. We volunteer together, to show our communities what Genuine Health is made of. And as the first natural supplement company to receive the BC Corp™ designation, we pride ourselves on our high standards and transparency in everything we do.

### **Our Benefits**

Genuine Health offers a competitive compensation package, an exceptional benefits program, and a work environment where our team members are highly engaged. Some of the benefits that our team members enjoy include:

- Performance bonuses
- Internal training and education assistance program
- Fitness subsidy
- Flex-time and/or telecommuting options
- Group insurance (life, health, dental, disability)
- Group RRSP and charitable donation matching programs
- Free product and the ability to participate in the Friends & Family product programs
- And more...

**Key Responsibilities**

- Meeting and/or exceeding target sales volumes for assigned accounts and territory
- Managing regional accounts through ongoing relationship development
- Securing and maintaining optimal product distribution and display
- Executing marketing promotions for each account
- Monitoring and reporting on competitor activity
- Merchandising product to maximize sales
- Completing all administrative functions and reports, including expense budgets
- Providing superior customer service to maintain and grow existing accounts
- Attending trade shows throughout the year as requested

**Skills and Qualifications**

- A university degree in Commerce or Nutrition
- 3-5 years sales experience in CPG industry
- Proven relationship development skills
- Results oriented and ability to meet sales goals and targets
- Superior time management and organizational skills
- Excellent verbal/written communication skills
- Experience working in a fast paced entrepreneurial environment
- Strong understanding of the natural health industry
- Must have a valid driver's license and access to a vehicle

Please submit your resume in confidence to [resumes@kirwingroup.ca](mailto:resumes@kirwingroup.ca). Please include the title of the position in the subject line of your email.

*We thank all applicants for their interest; however only those selected for an interview will be contacted. Genuine Health is an equal opportunity employer.*