

ACE DISTRIBUTING

POSITION: ON PREMISE SALES MANAGER	DEPARTMENT: SALES REPORTS TO: SENIOR VICE PRESIDENT SALES AND MARKETING STATUS: EXEMPT DATE: 6/6/17
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The On Premise Sales Manager will inspire and develop a dedicated team of Account Managers and lead a territory to be the best of the best. Driven by a culture of collaboration, the On Premise Sales Manager will create market-leading strategies to deliver head-turning promotional programs.

WHAT WILL I BE DOING?

In your role as Sales Manager, you will be part of our success by:

- Develop and implement execution strategies to achieve sales goals, market share, and market growth targets
- Utilize key information from multiple sources to analyze and identify root causes of issues to remove barriers to achieve sales goals
- Align with customer teams and lead the sales team to execute plans that deliver profitable sales, distribution and display goals across all categories
- Actively develop our customers through negotiating programs to better facilitate sales at store level
- Recruit, hire, and train Account Managers, and ensure that Account Managers are executing company goals on how a sales call should be executed
- This role will require to be out in the trade on a daily basis, monitoring team actions and execution
- Conduct formal coaching sessions and work with on an ongoing basis and hold the team accountable to achieve goals through gap plan setting and employee development
- Monitor retail Key Performance Indicators (KPIs) including sales volume, unsellables, returns and refusals through insights and reporting and partnering with account teams to drive business
- Lead weekly sales team meetings to communicate promotional activity, new product introductions, develop gap plans and other training, as required
- This role will work closely with the Brand Team to build small local promotions to boost product sales in their territories
- Must comply with other duties as assigned by supervisor

WHAT DO I NEED TO DEMONSTRATE?

As well as a strong desire to learn and succeed in this position you must be able to meet the following requirements:

Required:

- College graduate plus extensive related experience in a route sales environment, in a chain environment setting

Preferred:

- Experience with leading and coaching teams in a complex environment
- Proficiency in Microsoft Office applications
- Effective oral & written communication
- Ability to work an extended schedule
- Significant related experience in a sales environment or sales operations
- Experience selling in the consumer packaged goods/beverage
- Experience with sales forecasting

WHAT ELSE DO I NEED TO KNOW?

- While performing the duties of this job, the employee frequently works in outside weather conditions. The employee is occasionally exposed to wet and/or humid conditions, fumes or airborne particles, toxic or caustic chemicals and vibration. Also, frequently required to walk, sit, talk, hear, use hands and fingers to operate objects, tools, or controls; and reach with hands and arms. The employee is occasionally required to balance, stoop, kneel, and crouch. The employee must be able to move 50 pounds when necessary. Specific vision abilities required by this job include close vision, peripheral vision, color vision and the ability to adjust focus.
- Frequently this job requires an employee to walk into the warehouse. The warehouse is not heated or cooled with the exception of the cooler where the temperature is maintained between 32 and 40 degrees. The warehouse can also be very loud due to vehicles and fork lifts running. The employee may be exposed to exhaust fumes while in the warehouse.
- The job description is only a summary of the typical functions of the job, not an exhaustive or comprehensive list of all possible job responsibilities, tasks and duties. The responsibilities, tasks, and duties of the jobholder might differ from those outlined in the job description and other duties as assigned, might be part of the job. This job description does not constitute an employment contract; the employment relationship between Ace Distributing and the employee is an at-will relationship.

ACE DISTRIBUTING

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PRINTED NAME AND SIGNATURE

DATE