



JOB DESCRIPTION

TITLE: Territory Execution Account Manager
DEPARTMENT: Sales
LOCATION: Field
REPORTS TO: Regional Sales Manager
FLSA: Exempt
CLASSIFICATION: Full Time

I. POSITION SUMMARY:

Ensure Jones Soda gets more than its fair share of “mind & time” within the Distributor Partner Network and that Jones dominates within the territory through superior in store execution. Specifically: Distribution of core SKU’s, advantageous cold & warm availability, multiple high visibility displays & clear and concise merchandising/pricing and opening of new accounts.

II. ESSENTIAL DUTIES AND RESPONSIBILITIES:

1. Develop a value added role within the Sales Center Management Team.
2. Become fully integrated into the Sales Center as a “team member” & participate in weekly Sale Center meetings.
3. Develop strong/clear lines of communication & relationships with the front line sales force eg: sales reps, merchandisers & district management team.
4. Develop strong relationships with key store owners/management and their decision makers.
5. Focus on building 100% distribution on the core Jones SKU’s.
6. Pursue NEW business in the Non Chain/Independent Channel.
7. Execute the “Look of Success” Gold Accounts.
8. Secure/Build/Merchandise Displays in High Traffic Locations.
9. Secure advantageous Cold & Warm Availability.
10. Execute National & Regional Chain Promotional Activity: Inventory Build Up, Building Displays & Merchandise POS.
11. Weekly/Monthly Territory Reporting by Account: Pre-Sales, New Listings, Displays/Racks Booked/Built, Cold Vault/Shelf Gains, Competitor Gains/Losses, etc.

III. SPECIAL KNOWLEDGE, SKILLS, ABILITIES, TRAINING OR SPECIAL LICENSES/CERTIFICATIONS NEEDED TO PERFORM YOUR JOB:

- High sense of urgency, proactive, ambitious, resilient and flexible
- Type A personality: Competitive, determined to succeed, outgoing and thick skin

IV. EDUCATION / EXPERIENCE:



Education

Minimum: High school diploma

Preferred: Bachelor's degree

Experience

Minimum: 1 year of work experience

Preferred: Experience with consumer goods and retail sales

V. LIST SPECIAL JOB OR ENVIRONMENTAL CONDITIONS:

- Travel: 90% Field Level (Retail-in-Store) within a specific territory that would not required any overnight travel

VI. OTHER PHYSICAL AND/OR SPECIAL REQUIREMENTS ABOUT YOUR JOB:

- Ability to perform physically demanding tasks including building large displays, carrying cases out of back room storage, merchandising POS & Racks

This job description reflects the present requirements of the position. As duties and responsibilities change and develop, the job description will be reviewed and subject to amendment.