



National Account Manager, Foods Service US

POSITION DATA					
JOB TITLE	National Account Manager	REPORTS TO	Director of Food Service Sales USA	DEPARTMENT	Sales
LOCATION	Home Based	SUPERVISES	N/A	DATE:	July 2026
JOB SUMMARY					
Reporting to the Vice President Sales – Foodservice, the National Account Manager will be responsible for management, negotiation, and development of Food Service US. This includes ensuring consistent profitable growth through collaborative client relationships, sales planning and sales strategy execution.					
ESSENTIAL FUNCTIONS					
- Execute Foodservice Growth Strategy, develop key markets, and add and grow our current Broadline customer base. - Maintain and grow our strength and alignment collaboratively with new and existing Foodservice customers. - Become a specialist and focus on the alignment of our current National Accounts and the development of this category. - Analyze sales using external and internal data to help make strategic business development decisions. - Collaborate with our Marketing team on building our Corporate identity and Brand strategy, new product launches, promotional campaigns, and advertising. - Meet Monthly with National Account Managers and Director of Foodservice to ensure that annual plans and objectives are on track. - Consistent monthly reporting and reviews of customer bookings, forecasting, and sales alignment. - Management of customer Budgeting process, RFP processes, commercialization, Bid Reviews, and all pricing activities. - Manage Customer Deduction process, bill back agreements, and the penalty bill process. - Collaborate with cross functional teams (Supply Chain, Finance, etc.) - Manage, Drive and Inspire our customers!					
QUALIFICATIONS					
KNOWLEDGE, SKILLS AND ABILITIES	- Experience in Foodservice and Major Account Management - Experience in developing sales Strategies - Knowledge and experience in the foodservice industry, ideally in Frozen Vegetable channel - Experience in negotiations, meeting sales goals, building relationships, responding to customer demands, managing processes, engagement, and customer training - Strong oral and written skills - Expertise in Excel, PowerPoint, G Suite - Bilingual English and French - optional				
PHYSICAL DEMANDS	The physical demands described are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. - Standing, sitting, walking, climbing, crawling, bending, stooping, kneeling, crouching, twisting/turning, pulling/pushing, reaching, hand/eye coordination, finger/wrist dexterity, grasping/pinching, driving and lifting - Specific vision abilities are required by this job to include close vision, color vision, depth				



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	perception and the ability to adjust focus.
WORK ENVIRONMENT	Home based with an estimated 10 – 15% of travel in the US.
EXPERIENCE	Five (5) years of Foodservice Major Account Management, Previous Private Label experience in the Frozen or Canned Vegetable category a benefit.
EDUCATION	College Degree

The above statements are intended to describe the general nature and level of the work being performed by people assigned to this work. This is not an exhaustive list of all duties and responsibilities. Nortera Foods Inc. reserves the right to amend and change responsibilities to meet business and organizational needs as necessary. A position description is written for each position in our company and maintained on file with HR. The purpose of these position descriptions is to define job standards and essential functions and physical requirements, as well as marginal or peripheral duties and reporting relationships for the various positions throughout our company. Employees may request a copy of their position description at the time of hire and whenever accountabilities change significantly. Position descriptions are designed to promote a better understanding of the total job for both employees and supervisors. Supervisors will refer to position descriptions during the recruitment and hiring process, as well as during performance appraisal discussion. Position descriptions are updated periodically to reflect changes in job duties and organizational structure. Employees should schedule time to meet with their supervisor if they believe their position description needs updating or if they have questions.