



National Account Director - US

POSITION DATA					
JOB TITLE	National Account Director	REPORTS TO	VP, Sales – Retail	JOBGRADING	\$145k to \$175k base
DEPARTMENT	Sales	LOCATION	Remote	JOBCODE	
JOB SUMMARY					
Reporting to the VP, Sales – Retail, the Major Account Director will be responsible for managing and growing retail sales within the US region focused on Walmart, USA.					
ESSENTIAL FUNCTIONS					
<ul style="list-style-type: none"> ▪ Maintain business relationships with current customers by providing sales reports, customer service support and sales presentations as required ▪ Grow profitable sales and develop new business within defined customer base ▪ Negotiate annual price and volume commitments with VP, Sales and customer as required ▪ Analyze business trends and make recommendations on strategies to increase Private Label sales with customers ▪ Forecast, budget and plan annual volume objectives by brand and technology by customer ▪ Deliver results against an annual budget target ▪ Perform weekly store checks and surveys to ensure market trends are tracked ongoing ▪ Manage New Product Development projects for Private Label ▪ Meet Monthly with Category Managers and Merchants to ensure that annual plan and objectives are met ▪ Must understand the importance of driving relationships both up and across the organization. ▪ Ability to effectively collaborate with customer departments such as logistics and quality assurance to ensure seamless execution. ▪ Demonstrate the ability to elevate relationships beyond day-to-day contacts, driving engagement and influence up the customer’s management chain for strategic alignment and long-term partnership development. ▪ Maximize distribution on all Nortera listings 					
QUALIFICATIONS					
KNOWLEDGE, SKILLS AND ABILITIES	<ul style="list-style-type: none"> ▪ Ability to work independently with minimum supervision and limited support resources ▪ Knowledge and network within the Retail US grocery industry ▪ Ability to anticipate, problem solve, and communicate ▪ Strong track record in managing customer relationships ▪ Strong forecasting, analytic and communication(verbal and written) skills ▪ Experience and expertise in Excel, Word, Powerpoint and, G Suite ▪ Highly organized and able to manage multiple projects ▪ Bilingualism is a plus (English/ French). 				
PHYSICAL DEMANDS	<ul style="list-style-type: none"> ▪ 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 				



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	<ul style="list-style-type: none"> ▪ Specific vision abilities are required by this job to include close vision, color vision, depth perception and the ability to adjust focus. ▪ Appropriate work intensity level: Light
WORK ENVIRONMENT	<ul style="list-style-type: none"> ▪ Normal office environment ▪ Home based with an estimated 25% of travel in the US.
EXPERIENCE	<ul style="list-style-type: none"> ▪ Ten (10) years of relevant experience in the management of major accounts preferably in private label sales; ideally 5 years working with Walmart ▪ Must have experience calling on Walmart and a demonstrated understanding of their processes, requirements, and expectations.
EDUCATION	<ul style="list-style-type: none"> ▪ Bachelor’s degree in Business or other similar degree

Nortera believes in Equal Opportunity for all and is committed to ensuring all individuals, including individuals with disabilities, have an opportunity to apply for those positions that they are interested in and qualify for without regard to race, religion, color, national origin, citizenship, sex, sexual orientation, gender identity, age, veteran status, disability, genetic information, or any other protected characteristic. Nortera is also committed to providing reasonable accommodations to qualified individuals so that an individual can perform their job related duties. If you are interested in applying for an employment opportunity and require special assistance or an accommodation to apply due to a disability, please contact us at 585-434-0399.