



Account Manager

HyLife Foods, a division of the HyLife organization and leading primary pork processor for domestic and world markets is seeking an experienced Account Manager - Asia. To sustain our position as a premier supplier of quality food products, we strive to employ talented and motivated people who are capable of reaching the cutting edge of their discipline. This position is based in the vibrant community of Neepawa, Manitoba which has a reputation for its beauty and high quality of life.

The primary function of this position is to gain sales product and plant process knowledge coupled with customer and industry knowledge while learning the various skills needed to effectively manage a client base and drive sales objectives. The Account Manager position must understand how to use interpersonal skills to build long-term internal and external relationships. The Account Manager will be trained in several departments including production planning, operations, logistics, finance, sales and client services. Upon completing the training period, this individual will be responsible for sales, customer service and margin performance within a defined client base.

This position will include the following responsibilities and day-to-day functions:

- Develop comprehensive working knowledge of integrated farm to foods system: hog production, pork processing, products, pricing and markets
- Client services – learn the process of pricing, 3rd party benchmarking, supply and demand planning, availability, quality control/assurance, delivery, returns and programs
- Interface with and provide support to the sales team assisting in sales activities, problem-solving, fulfillment and client conflict resolution
- Perform selling support activities that include customer visits as needed
- Work with and develop business relationships with internal integrated business partners to execute customer requirements
- Develop proposals and presentations for current and prospective customers in support of new business development or customer service activities
- Conduct market research to obtain key target information
- After initial training period, manage designated account, meeting or exceeding sales and margin goals
- Assist with writing activities related to marketing material, proposals, and other documents
- Special projects and other duties as assigned

The successful candidate should possess the following qualifications:

- 2nd Language of Japanese would be an asset.
- Ability to travel as required overseas.
- Excellent communication, listening, interpersonal and influencing skills
- Outgoing, self-aware, mature, solid work-ethic, persistent and resilient personality
- Ability to gather, comprehend and analyze information
- Creative problem-solving skills
- Understanding of manufacturing capabilities and sales is preferred
- Effective organizational and time management skills to manage multiple projects
- Strong computer skills: Word, Excel, PowerPoint and Outlook
- Ability to work extended hours as needed
- Bachelor degree in business, supply chain or marketing preferred but not required

We offer a comprehensive benefits package and competitive compensation based on experience and knowledge. HyLife has been recognized as a Platinum Member of Canada's Best-Managed Companies.

If you have the qualifications and the passion to meet this challenge, then we would like to explore your potential. Please apply online at <http://hylife.com/current-opportunities/>

Applicants who are not currently eligible to work in Canada will not be considered for this position. We thank all applicants, however, only those under consideration will be contacted.