



ACCOUNT MANAGER, INDEPENDENT ACCOUNTS (FR/EN)

Job Type: Fulltime / Permanent

Location: St-Hubert, QC or Guelph, ON

Would you like to be a part of a revolution in agriculture in Canada? If so, we would love to hear from you!

At GoodLeaf Farms we are a proud Canadian company at the forefront of innovation, striving to grow food security for communities from coast to coast. We are breaking ground in an industry that is quickly proving itself to be sustainable, not only environmentally but economically and socially as well. We are focused on producing ultra-fresh greens, 365 days a year using no harsh chemicals, a carbon footprint that is just half that of a traditional farm and using less than 10% of the water traditionally used, to create a world where plants thrive!

Why work at GoodLeaf Farms?

It is our commitment to provide you with the work environment and tools necessary to be successful in your role. We hope that you will find your work here rewarding, challenging, and meaningful.

- You will have the opportunity to take your career to the next level. GoodLeaf is growing and we want you to grow along with us!
- We have an entrepreneurial and inclusive spirit with the heart of a start-up.
- We foster an environment of cooperation and communication.
- We have competitive compensation and benefits

Every day at GoodLeaf Farms we get to help solve the challenge of food security for communities across Canada and do it in innovative ways that inspire healthy lifestyles. We think that's exciting and the best reason of all to join us!

What we are looking for

Reporting to the VP Commercial, the Account Manager, Independent Accounts plays a key role in driving profitable growth on shelf, with independents and specialty channels across Canada. This will include creating and executing strategies and tactic to support the company's strategic plan, overseeing a team of retail merchandising brokers, a sales specialist and having direct responsibility for Wholesale accounts.



The position will be based in St-Hubert, QC or Guelph, ON – Hybrid (Bilingual French / English Mandatory)

Role & Responsibilities

- Lead, manage and coach retail merchandising brokers to achieve targets evaluating performance, developing strong accountability and a culture of “GoodLeaf First” amongst broker employees
- Working with customer marketing manager and account managers inform retail merchandising brokers on strategies creating specific tactics to achieve success
- Develop and strengthen relationships with the franchisee networks of retailers across the Country ensuring GoodLeaf is the preferred local offering in their stores
- Build and personally manage a strategic network of wholesale partners across the country that support targeted independent and specialty channels throughout the country
- Oversee a junior sales specialist who will focus on capturing regional / natural sales accounts either independently or directed by new wholesale partnerships
- Provide market intelligence to senior management / account managers on a regular basis as a result of collaborative relationships
- Annual business planning, channel forecasting, weekly sales updates and Monthly business reviews

Qualifications & Educational Requirements

- Bilingual
- BA / B Comm
- 3+ years merchandising management – Grocery CPG
- 2+ years sales experience selling into wholesaler and / or specialty retailers
- Experience includes leadership strategic thinking, communication, teamwork,
- Understanding of the retailer landscape in Canada
- Proven success in directly managing brokers or merchandising personnel
- Proven success in developing, presenting, and implementing business plans
- Experience leading, and managing a team
- Ability to build effective relationships both internally and externally
- Strong interpersonal, writing, and presentation skills
- Highly enthusiastic and hands-on business approach
- Exceptional negotiation skills