



## **T3 Key Account Manager**

(Year 1 roles to be based in New York City, Chicago, Miami, Houston or Los Angeles)

### **What makes this a great opportunity?**

- The T3 Key Account Manager role is the first position in a 4-year sales and marketing rotational program which will provide employees opportunity to learn the spirits industry and build broader commercial acumen.
- Collaboration with other sales forces, retailers, distributors, and local communities in the trade
- Collaborates cross functionally with Beam Suntory internal Sales, Marketing & Category Management teams.

### **Role Responsibilities**

- Learn the business and develop key selling skills within a core US market
- Serves as the key sales contact for assigned accounts driving awareness and velocity of brands in designated portfolio.
- Introduction to internal reporting systems. i.e. The Bar, Nielsen, CONNECT, Concur.
- Participate in merchandising activities to develop understanding of BSI portfolio and key competitive set; learn the BSI KPIs (key performance indicators) and sales drivers
- Develop skillset and learn best practices of an effective Key Account call through market shadows with the team; provide hands-on support with selling activities
- Conducts regular weekly to monthly account visits depending on market demands of assigned accounts to ensure Core Brand positioning and optimal Activation of Key Programs and Initiatives.
- Expand quality distribution of priority brands in assigned accounts.
- Leads the selection, placement, and replenishment of POS for assigned accounts to obtain maximum profitability, market share, and sales depletions.
- Ensure alignment with the distributor reps directly linked to the accounts covered. Is viewed as a credible resource on core brands and as a good negotiator with the distributor partner.
- Understand how to anticipate trends and developments in the market and is able to derive and define comprehensive priorities for assigned area. Learn how to envision potential risks or delays in defined

### **Qualifications & Experience**

- Bachelor's degree required
- Must be 21 years
- Prior internship or co-op experience in the CPG industry preferred
- Prior general sales experience preferred
- Sitting, standing, walking, bending, reaching, stopping and typing using a computer
- Licensed driver of motor vehicles and possession of vehicle with active drivers insurance
- Ability for frequent travel across the assigned market, periodically outside of market
- Creativity
- Collaboration
- Entrepreneurship
- Analytical capabilities
- Passion for the Beam Suntory portfolio
- Strong time management, organizational, and communication skills

- Effective budget management capabilities

**Physical Demands**

While performing the essential functions of this job, daily physical activities may include, but aren't limited to:

- Lifting/lowering, pushing, carrying, or pulling of up to 45 lbs.
- Sitting, standing, walking, bending, reaching, stopping and typing using a computer

*At Beam Suntory, people are our number one priority, and we believe our people grow together in diverse and inclusive environments where their unique insights, experiences and backgrounds are valued and respected. Beam Suntory is committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity, military veteran status and all other characteristics, attributes or choices protected by law. All recruitment and hiring decisions are based on an applicant's skills and experience.*