



ACCOUNT MANAGER

JOB DESCRIPTION

RESPONSIBILITIES

- Manage, service and aggressively sell to customers according to route specifications.
- Stock, merchandise, rotate and reface product regarding displays, coolers. Ice barrels, hot shelves, deep well, behind bars, check draught lines, during every visit according to guidelines of each segment.
- Verifies pricing on products at the store level during account visits.
- Oversee and monitor POS/POCM in accounts and ensure it is up to date.
- Maintain and grow distribution in all accounts.
- Responsible for all pricing and promotional paperwork going out to retailers monthly.

Basic Purpose

To aggressively sell all brands and packages carried by KW Beverage while following specific processes developed by management. The Account Manager is responsible to an assigned Team Leader per sales segment.

Expectations

- Wear proper KW Beverage approved dress code and be neat and clean in appearance. Daily. Uniformed collared shirts,

dress pants and dress shoes. No hats, jeans or shorts allowed during daytime hours unless approved by the supervisor.

- Maintain a good working rapport with all customers and KW Employees
- Understand and adhere to KW Beverage and its brewer partners' code date policies.
- Follow all company policies and procedures.
- The following physical demands are required but not limited to: Walking, Sitting, Lifting, Carrying , Pushing, Climbing, Stooping, Bending, Kneeling Reaching, Pulling, Standing