



**JOB TITLE: Key Account Manager**

**DEPARTMENT: FDM Sales**

**REPORTS TO: Sr. Director**

**Position: – Exempt**

#### **BRIEF JOB DESCRIPTION**

This incumbent is accountable for driving the sales volume at Costco and represents approximately \$25M - \$30M in gross annual sales. This individual leads the sale of CytoSport products with Costco and achieves DSMP's (Distribution, Shelving, Merchandising, and Pricing) that align with the organizations strategies to achieve assigned AOP goals. It will be necessary for this position to develop strong direct customer relationships to ensure implementation of programs to achieve desired results.

#### **RESPONSIBILITIES:**

##### **Sales Results**

- Delivers Gross Dollar Annual Operating Plan. Example: maintain current distribution and gain placement of new items
- Develops and implements annual plans for all planning accounts. Example: develop, sell in, and implement promotional plans, displays, features, demo's, etc.
- Achieves new item distribution targets. Example: maintain and improve on-line resources – Costco.Com.
- Improves and increases merchandising. Example: work with customer and CytoSport logistics/operations to maintain proper warehouse and in-store inventories.
- Develops and maintains retail pricing at optimum levels. Example: track, analyze, and implement strategies based on sales data.
- Works with CytoSport/Hormel and Costco Transportation, Logistics, Operations, and Warehousing to ensure needed in-stocks.

##### **Trade & Expense Management**

- Manages overall spending/expense within budget
- Manages trade spending within budget
- Manage sales expenses within budget
- Improves trade efficiency and effectiveness
- Manage accounts receivable balance to acceptable levels
- Maintains Seibel trade deals so they remain updated and accurate at all times
- Reviews and approves claims on regular basis
- Maintains all reporting including sales expense within guideline and in a timely fashion

##### **Business Development**

- Develops and maintains strong business \_ relationships.
- Develops business relationships with all key Costco personnel and be seen as an expert in both CytoSport products and categories, and sports nutrition.
- Provides accurate forecast on a quarterly basis as well as when any significant changes in the business occur.
- Shares key changes and insights into the market and customers with leadership team, BPS, and Marketing.
- Develops, analyzes and reports on Category, Brand, and SKU Results, ensuring needed reporting is provided for both internal and external analysis.

#### **QUALIFICATIONS**

- A bachelor's degree
- 5 years sales/marketing/analytics experience
- Demonstrated ability to understand and apply business analytics
- A pattern of initiative
- Proven problem solving and decision-making skills



- The ability to work in a team environment on variety of complex projects
- Well-developed interpersonal, organizational and analytical skills
- Well-developed written and verbal communications skills
- Ability to take opportunities from conception to execution to achievement

**Preferred**

- Solid understanding of the sports nutrition category and products. This includes trends with consumer and retailers, specifically Specialty and Whole Foods, competing in this space. Understands CytoSport products and competitive products in this space.
- Good understanding of Costco's go-to-market strategy and the inner workings of both HQ and Divisions

**CytoSport Inc., is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, age, religion, gender, gender orientation, gender identity, national origin, disability, or veteran status.**