



Key Account Manager Christchurch

- **FMCG experience and a background in the liquor industry is advantageous.**
- **World's leading brands**
- **Well established customer relationships**

This is great career opportunity to join a dynamic and growing business in the exciting Spirits industry. Ideally you will have Account Management experience or at the least solid sales or territory management experience and be ready for the next step.

You will be responsible for growing profit and market share through establishing and nurturing strong relationships. It will also involve implementing sales and NPD strategies, promotional programmes and service models. Your time will be spent in the field in order to achieve your targets, budgets and call cycle. You will also be required to translate data, pricing and provide financial reporting and would need to be good with numbers.

Responsibilities include:

- Implementing sales strategies, across both retail and on premise channels.
- Identifying opportunities to increase market share
- Developing new business and growing exiting relationships
- Initiating and delivering promotional programs
- Effectively utilising the company's CRM software to achieve and surpass KPI's

Beam Global's vision is to be the company that reshapes the way Kiwis drink socialise and be their brand of choice. What's your vision? Do you have FMCG sales and key account management experience? Do you have the passion and drive to be successful in the role? If this sounds like you please email nz.recruitment@BeamGlobal.com.

Who are we? Beam Inc. is the fourth largest premium spirits company in the world. Our flagship brand, Jim Beam® Bourbon, is the number one-selling bourbon in the world, and New Zealand's largest spirit brand. With our wide portfolio of brands we have a drink for every occasion; which includes iconic Canadian Club, Laphroaig and Teachers whiskies. Courvoisier cognac dominates the cognac market and Sauza is the number two tequila in the world by volume. Our vision is to be the company that reshapes the way Kiwis drink and we will be their brand of choice.

Learn about Beam NZ at: www.beamglobal.co.nz



Crafting the Spirits that Stir the World