



BROWNING HARVEY LTD.

Business Development Manager - Large Format

THE COMPANY

Browning Harvey Ltd. is a Newfoundland and Labrador, Canada based franchise bottler of Pepsi Cola and is a recognized market leader in the brand name Liquid Refreshment Beverage Category in this province. We are seeking an experienced, and proven, Business Development Manager in the Consumer Packaged Goods (CPG) industry. For the right individual, significant opportunity for career growth exists.

THE ROLE – BUSINESS DEVELOPMENT MANAGER - LARGE FORMAT

The position of Business Development Manager - Large Format is responsible for ensuring the achievement of Large Format forecasted sales and profitability targets and achieving Key Performance Indicators, while managing the effective implementation of effective sales strategies.

The core responsibilities of this role include: developing, managing and executing fact-based sales strategies, developing and presenting business development opportunities both internally and to customers, monitoring competitive activities, executing new business initiatives and effective people management. This position is a senior sales leadership role.

THE CANDIDATE

The successful candidate will have 5-10 years sales management experience ideally in the CPG direct store delivery system. The preferred individual will have completed a Bachelor's Degree in a related field. The successful candidate must display strong business acumen in profitable selling, analytics, problem solving and budgeting areas. Core to the role shall be effective people engagement and coaching skills. For more information about the company, please go to <http://www.browningharvey.nf.ca>

If you are interested in this opportunity, please contact below or forward resume:

**Browning Harvey Ltd.
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