



NATIONAL ACCOUNT MANAGER

Specialty/ Health Food & FDM

About us

Clean Life Sciences (CLS) is a leading consumer packaged goods (CPG) company specializing in high-quality natural health products. We are dedicated to providing our customers with premium health and wellness products that enhance their quality of life. Our extensive product range and commitment to excellence have positioned us as the #1 brand in Canada.

Overview

An exciting opportunity to join our sales team as a National Account Manager (NAM) is available. In this role you will plan and direct strategic partnerships with key customers. This position requires a passionate and motivated individual that is capable of being “the face” of our brands to customers and our distributor partners.

Key responsibilities

- National account management
- Promotional planning and spend tracking
- Market analysis
- Forecasting and budgeting
- Product knowledge
- Cross-functional collaboration
- Solutions focused
- Growth focused

Major responsibilities

- Build and maintain strong relationships with national customers, key accounts, and distribution partners to plan promotional executions and new launches efficiently to maximize sales opportunities and market penetration.
- Stay informed about industry trends, competitor activities, and market developments to identify opportunities and threats, adjusting the sales strategy accordingly.
- Develop and manage sales budgets and forecasts, ensuring alignment with company objectives and financial targets.
- Collaborate with marketing, product development, and supply chain teams to ensure seamless product launches, inventory management, and marketing campaigns that support sales efforts.
- Collaborate with Finance to ensure strong discount planning, tracking, and forecasting.
- Analyse all available sales data from the company as well as from accounts to prepare regular POS/ progress reports, ROI analysis and correction plans if needed to meet set sales objectives.

Qualifications

- Bachelor's degree in Business Administration, Sales, or related field.
- Proven experience as a National Account Manager within the CPG industry. Health & Wellness Industry experience and Field Representative experience a strong asset.
- Bilingual (French) proficiency is a significant asset and will be highly valued for this role.
- Ability to work independently and function as a strong team player with different departments at all levels in a fast paced and entrepreneurial environment.
- Ability to analyze sales data, sales statistics and translate results into opportunities of development. Strong Excel skills required.
- Proven leadership and strategic planning abilities combined with strong financial management, organizational and analytical skills is essential.
- Excellent communication, negotiation, organization, and presentation skills.
- Results-oriented and driven to exceed sales targets.



CLS must haves

You have a desire to achieve and grow as an individual.

You have a passion for health and wellness.

You have a sense of humour and love to have fun but take responsibilities seriously.

You are a team player, a win for the CLS team is a win for us all.

To apply, please submit your resume and a cover letter detailing your relevant experience and achievements to info@leanfit.com.