

We will take you to new places, professionally and geographically, and will open your mind to new ideas!



Imperial Tobacco Canada, the country's leading tobacco company, is looking for dynamic recent graduates to join our winning sales team. We offer you an unprecedented opportunity to put your university degree to use and gain invaluable hands-on business experience in a highly competitive, challenging, and ever-changing industry. Difference is our advantage – helping us turn challenges into opportunities, to lead from the front, and making us one of the world's highest performing tobacco companies with some of the world's biggest brands. We have a strong track record and a bright future.

We are a young, marketing-focused organization whose mission is to answer adult-smoker preferences in a way that is honest, socially responsible, and profitable.

We are currently looking for dynamic, energetic and results-driven Account Representatives who enjoy working independently and within a team environment.

Your main responsibilities are to:

- Exhibit your superior interpersonal skills when visiting retailers on a weekly basis and build strong business relationships, respond to their questions, issues, and concerns, and monitor contract compliance;
- Draw on your business acumen and strategic mindset when achieving national, regional, and district-level objectives through effective implementation of cycle and regional/district activities;
- Fill market demand of Imperial Tobacco Canada's products with a sense of urgency by maintaining inventory levels and attaining distribution targets for the brand portfolio;
- Demonstrate your leadership skills when working on special projects at the provincial and national levels with the Account Representatives team.

Our Offer

You will be competitively rewarded for the difference you make, so you can see tangible results of your contribution in all ways:

- Investment into your learning and development
- Continuous feedback and coaching on your performance
- Base salary of over \$52,000 + variable pay* + cash incentive plan*
- Extended health benefits and dental plan*
- Company car + associated costs
- Peripheral equipment, including laptop and cellular phone

**Permanent employees only*

Who Are We Looking For?

Are you a **recent university graduate** whose area of study is marketing, business, or a related field?

Are you **mobile** and ready to potentially relocate across Canada to further your career?

Do you want a career which offers you daily opportunities to learn and grow?

Do you have excellent salesmanship, marketing, and negotiation skills?

Do you have strong business acumen and a strategic mindset?

Are you energetic, results-driven, and autonomous?

If yes, Imperial Tobacco Canada is the place for you!

Are You Ready to Seize this Challenging Opportunity?

Apply online at: www.imperialtobaccocanada.com/careers

When you apply, please be sure to complete our online questionnaire

BRING YOUR DIFFERENCE

**IMPERIAL TOBACCO
CANADA**