

**Position Title:** Strategic Accounts Manager

**Location/Department:** Chicago, NoCal, SoCal, TX / Channel Safeway Team

**Reports To:** VP Strategic Accounts

**Date:** 6/17/10

**Band:** E3

**Job Posting #:** 10-101

## **POSITION SUMMARY:**

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Responsible for managing the CWUS portfolio in all sales and analytical aspects for Channel Team.

## **RESPONSIBILITIES:**

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- Budgeting and Forecasting of Channel Management Plan
- Buyer sales call to discuss pricing, promotions, & SKU Rationalization
- Communication of all programs, opportunities, presentation recaps with appropriate CWUS Sales field organization and distributor network
- Distributor management and counseling on retailer specific issues
- Work with merchant team to manage all current and/or new SKUs
- Facilitate all New Item Files and maintenance
- Manage New Item presentation process.
- Coordinate within all CWUS Sales organization:
  - Pricing
  - Distribution / Allocation
  - Sales Trends
  - Promotional activity

## **QUALIFICATIONS:**

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- **Education/Experience** – Minimum Bachelors degree in Business or equivalent. 3 years of category management experience highly preferred. Experience in managing 3 tier system and/or industry experience is a plus. Proven analytical skills and solid knowledge of key finance and accounting concepts.
- **Technical** – Strong PC proficiency, including Excel skills, Powerpoint, Word, Access. Ability to put together compelling, easy to understand, visually appealing Familiarity with the basic tools of Category Management: Nielsen/IRI, Space Management tools, Market Metrics. Experience pulling and interpreting syndicated data, and dunnhumby software.
- **Professional** - Ability to build strong relationships, influence, negotiate and initiate action. Strong analytical mind with the ability to present a compelling fact

based presentation to a group. Strong organizational and written/verbal communication skills with the ability to communicate with all levels.. Team player with strong work ethic.

#### **PHYSICAL REQUIREMENTS / OTHER**

- Must be able to stand, walk, sit; use hands to handle or feel; reach with hands and arms; climb or balance; stoop, kneel, crouch or crawl; talk and hear.
- Must have close vision, distant vision, ability to adjust focus, peripheral and color vision.
- Must be able to work in an office environment primarily but may periodically work in a warehouse environment with variable temperatures and lighting.
- Should be able to lift 40lbs on occasion.
- Must be able to travel 50% of the time both short and long distance by plane or train.

#### **APPLICANT PROCEDURE:**

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All applicants must submit a cover letter with their resume to the following contact either electronically, by mail or facsimile:

**Human Resources  
staffing@cwine.com  
Refer in subject line: Strategic Accts Mgr**

Constellation Wines U.S. is a division of Constellation Brands Inc., the world's leading wine company. Constellation Wines U.S.'s powerful portfolio of premium wines and spirits includes such iconic brands as Robert Mondavi, Clos du Bois, SVEDKA, Blackstone, Arbor Mist, Estancia, Ravenswood, Kim Crawford and Black Velvet Canadian Whisky. To learn more about Constellation Wines U.S. and its portfolio, visit [www.cwine.com](http://www.cwine.com).