

Career Opportunity

ABOUT THE AGLC

The Alberta Gaming and Liquor Commission is a dynamic organization leading Alberta's gaming and liquor industries. Our team of high performers is driven to provide our customers with outstanding service and Albertans with choices they can trust.

ABOUT THE POSITION

Senior Key Account Coordinator, Lottery

Competition #: 17-021

Salary: \$60,356.25 to \$79,231.77 per annum

Closing Date: Wednesday, May 24, 2017

Position Location: St. Albert

JOB SUMMARY

The Senior Key Account Coordinator, Lottery is responsible for managing corporate chain head-office and regional territory relationships to achieve profitable account development and growth that deliver against annual operating plans while successfully balancing retail stakeholder expectations. These lottery key accounts represent 65% of the over 2600 ticket lottery retailers.

In collaboration with the Manager, Account Services (Lottery), the Senior Key Account Coordinator, Lottery will develop all facets of the lottery category in the corporate retail environment focusing on product, promotions, marketing, training programs, in-store placement of lottery assets, and signs and fixtures to optimize sales, service and exposure. In addition this position informs and ensures Corporate support for player protection initiatives and policy compliance. The Senior Key Account Coordinator also ensures the corporate perspective is considered on lottery project implementation that directly impacts the retail environment.

Working with the Lottery Key Account Managers in other provinces across the country this position will provide recommendations on development of national product promotions and in collaboration with other branches in Retail Services, be responsible for the successful execution of national product promotions, merchandising programs, store standards and other joint initiatives.

The position liaises with corporate contacts nationally as needed and regionally to communicate new policies and initiatives, for issues resolution, to ensure effective and efficient opening of new locations, provide presentations and seek input on lottery program changes and provide regular updates and reporting on store category sales. The position has ongoing liaison with the Lottery field account services, tell sell, entry/exit, retail networks and training to ensure service delivery to corporate stores is carried out effectively and efficiently.

To be successful in this position, the incumbent must be a critical thinker with strong verbal and presentation skills, analytical skills, organizational abilities as well as a strong planner. The successful candidate must also have the ability to function autonomously to achieve desired results as this position does require extensive travel.

SKILLS/QUALIFICATIONS

- Minimum of Post-Secondary Degree in Business Administration/Commerce or equivalent
- Minimum of three (3) years' experience in a sales, key account management or marketing capacity
- Previous experience in the consumer packaged goods industry is strongly preferred

NOTE: An equivalent combination of education and experience may be considered. Candidates with lesser qualifications may be considered at a lower classification and salary. This recruitment may be used to fill future vacancies.

Career Opportunity

To be eligible to work for the Alberta Gaming and Liquor Commission, you must be a Canadian citizen, permanent resident or eligible to work in Canada. We offer a comprehensive range of benefits. As a condition of employment you will be required to obtain a security clearance and clean drivers abstract prior to employment. While we appreciate all applications we receive, we advise that only candidates under consideration will be contacted. The AGLC is committed to creating a diverse environment and is proud to be an equal opportunity employer.

To learn more about the Alberta Gaming and Liquor Commission and to view the complete job posting, please visit our website aglc.ca

ABOUT THE DIVISION and BRANCH

The Lottery and Gaming Services Division manages the business operations related to the conduct and management of the province's gaming industry with a focus on revenue sustainability and growth, operation efficiencies and customer service excellence.

There are four areas of responsibility driven by discreet "mantras":

1. Product Marketing Management (Buy It, Market It)
2. Relationship Management & Business Development (Sell It)
3. Supply Chain Management (Build It, Ship It, plan to Install It)
4. Customer Service Excellence (Service It)

Under the Relationship Management & Business Development responsibility, the Gaming Account Services Unit is responsible for building and maintaining positive, long-term relationships and identifying and developing business opportunities with operators, retailers and key stakeholders to maximize revenues and achieve mutually beneficial goals. Advocate within the AGLC on behalf of operators, retailers and key stakeholders.

Please send resumes as a Word document or PDF including competition number, to:
Alberta Gaming and Liquor Commission - Human Resources
50 Corriveau Avenue
St. Albert, AB T8N 3T5
Fax: 780-447-7400
E-mail: hr@aglc.ca

Why the AGLC?

Comprehensive wage and benefit packages	Closed between Christmas and New Years
Pension / dental / medical plans	Health and Wellness Spending Accounts
Financial support for personal development	On-site cafeteria and fitness facility
Learning & Development opportunities	Employee and Family Assistance Program
Compressed work week schedule	Social events
3 paid Personal Days per year	Free parking