

# 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

**Account Representative (Lottery)**

**Competition #: 17-005**

**Salary: \$53,298.81 to \$69,342.48 per annum**

**Closing Date: Thursday, April 20, 2017**

**Position Location: Calgary**

## JOB SUMMARY

Reporting to the Manager of Account Services, you will be responsible for providing overall sales account management to a large retail territory of up to 260 retail accounts that must be visited on a regular call schedule. Building and maintaining strong business relationships at all levels with stakeholders and partners is an essential responsibility to the role. You will also be required to deliver and execute sales and merchandising strategies as well as providing product knowledge and training to engage retailer support to grow lottery sales, all the while ensuring the lottery business is operated in a socially responsible manner with integrity and consumer confidence.

To be successful in this role, you will need to utilize your strong business acumen, communication and negotiation skills to provide retailers support and direction required to optimize lottery sales. Exceptional interpersonal and relationship building skills are imperative as you will need to build and maintain great working relationships at all levels. Strong time management skills and the ability to work independently is also a must.

## SKILLS/QUALIFICATIONS

- Post-Secondary diploma in a related discipline such as Business Administration or Marketing
- Minimum of 3 years sales related experience (experience with small packaged goods industry preferred) including route sales territory management.
- A Valid Driver's License and clear abstract as well as a reliable, late model vehicle is required.
- Proficient with Microsoft Word and web based databases and applications
- Ability to travel
- Experience with Lottery Sales is an asset

**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](http://aglc.ca)

### ABOUT THE DIVISION and BRANCH

#### Lottery and Gaming Services Division

This Division manages the business operations related to the conduct and management of the province's gaming industry.

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)

#### Relationship Management & Business Development Team in the Gaming Business Branch

##### Relationship Management & Business Development:

Gaming Account Services 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](mailto: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