



# Alberta Gaming & Liquor Commission - 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 Albertan’s with choices they can trust.

### ABOUT THE POSITION

**Manager, Account Services Lottery**

**Competition #: 16-176 RIE**

**Division/Branch:** Lottery & Gaming Services/ Gaming Business **Reports to:** Don White, Manager, Gaming Account Services

**Classification:** Manager 1

**Salary:** \$67,033.00 - \$95,525.00 yearly

**Closing Date:** Monday, March 20, 2017

**Position Location:** St. Albert, Alberta Canada

Are you a passionate and driven Sales Professional and want to further your career? If so, we may have a position for you! The AGLC is looking for a Manager highly experienced in Key Accounts or Sales Management to join our Gaming Accounts Services team.

The Manager, Account Services Lottery is responsible for the management of the Lottery Account Services Outside, Inside and Key Accounts sales teams that manage relationships with over 2,700 Lottery retailers and 30 National and Regional Corporate accounts in Alberta. The Alberta Lottery network achieves over \$800 million dollars in annual revenues.

In this role, you’ll be required to provide direction, leadership, coaching, training and the overall day to day management of the Lottery sales team. The Manager, Account Services Lottery will ensure Gaming Account Services revenue targets, operational goals and objectives related to the Lottery business are achieved. Working collaboratively with the Manager, Gaming Account Services this position is also responsible for providing planning, insights and management to ensure Gaming Account Services strategic alignment is executed.

To be successful in this role you will require strong leadership skills with the ability to build and drive a sales team. Strong written, verbal and presentation skills along with proven experience in sales analysis, evaluation and process development and execution will maximize your success in this position. Exceptional time management, relationship building and problem solving skills are also essential to this role.

### SKILLS/QUALIFICATIONS

- 4 year degree in Business Administration
- 3 years’ experience Key Account Management or Sales Management
- Exceptional communication and interpersonal skills
- Strong leadership skills and business acumen

An equivalent combination of education and experience may be considered. This recruitment may be used to fill future vacancies.

**NOTE:** 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. As a condition of employment you will be required to obtain a security clearance prior to employment.

### ABOUT THE DIVISION & BRANCH





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## 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)

## Gaming Business

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.

**To learn more about the AGLC and to view the complete job posting, please visit our website at [aglc.ca](http://aglc.ca).**

**To apply, please forward your resume by E-mail to:** [hr@aglc.ca](mailto:hr@aglc.ca)

**By Fax to:** 780-447-7400

**By Mail to:** Human Resource Services  
50 Corriveau Avenue  
St. Albert, AB T8N 3T5

### Why the AGLC

Comprehensive wage and benefit packages

Pension / dental / medical plans

Financial support for personal development

Learning & Development opportunities

3 paid Personal Days per year

Closed between Christmas and New Years

Health and Wellness Spending Accounts

On-site cafeteria and fitness facility

Employee and Family Assistance Program

Free parking

