Position Responsibilities:
- Oversee 15-25 established chain grocery store accounts (Ralphs, Vons, etc.)
- Achieve distribution and growth objectives for SGWS portfolio of wine and spirits within a specific geographic area and through effective account management
- Introduce new products, execute distribution and ensure in-store promo results
- Stay abreast of business/market conditions, intensively plan sales efforts, recognize new opportunities within each account and maintain relationships
- Build and develop the trust and confidence of the retailer through knowledge of spirits and wine products, persuasive presentations and overcoming objection
- Perform other work related duties and special projects as assigned

Qualifications:
- Reside within a thirty (30) minute driving radius of a retail account of territory
- Possess a dependable vehicle, valid driver’s license, proof of state car registration and insurance an acceptable driving record
- Lift and carry a 51+ pound load of product on repetitive basis
- Work flexible hours which include early morning (4 a.m.-6 a.m. start times) evening and/or weekends
- Must be at least 21 years of age

Preferred Qualifications:
- Bachelor’s Degree and/or equivalent related experience
- Restaurant/Bartending/Hospitality skills
- Wine/Industry Knowledge to include basic understanding of wine varietals, distribution and leading spirit categories

Contact Information:
Jessica Meichtry: Jessica.Meichtry@sgws.com
Christopher Soriano: ChristopherSoriano@sgws.com
http://jobs.southernglazers.com