



The ideal candidate has experience in sales within the beverage industry. Responsibilities include visiting key accounts in their assigned territory, working with local distributors as well as promotions and special events. The position requires a self motivated, organized, energetic, creative and ambitious person.

Principal Duties and Responsibilities:

- Develop and maintain an organized list of key accounts in the territory (both on- and off-premise accounts)
- Sell our brand to retailers in coordination with local distributors and brokers.
- Call on key accounts on an ongoing basis to review our brand program priorities
- Regularly attend selected on-premise promotional events
- Direct accounts in proper and effective merchandising and consumer awareness of brands by:
 - Guiding proper shelf management positions
 - Merchandising brands
- Conduct staff training in on and off-premise accounts, as needed

Job Requirements:

- Proven success in sales call strategies
- Strong customer service, interpersonal and communication skills (both written and oral)
- Creative presentation/public speaking and premium selling skills are a must
- Innovative and creative in approaching accounts and expanding business
- Able to formulate account strategies and execute against them
- Ability to work independently as well as part of a team
- Professional demeanor in working with coworkers, distributors, retail reps and consumers Sales or Marketing experience a plus
- Must have valid driver's license and own vehicle to travel and transport promotional merchandise between accounts within assigned territory
- Must be able to use basic features in MS Office Suite (Outlook, Excel, Word, Powerpoint), and Photoshop or Illustrator

Competitive Package available

Please contact Harvey Bronstein at Harvey@ISWUSA.com , or visit us at www.InternationalSpiritsandWines.com , and click on the careers tab.