

NEVADA CITY WINERY

Wine Sales Representative

Full-time

Territory is in and around Nevada City and along the I-80 corridor

POSITION SUMMARY

The Nevada City Winery Sales Representative is tasked with maintaining and growing the wholesale wine sales portfolio. Responsibilities include identifying and pursuing customers compatible with brand objectives as well as working to increase existing customer order size and frequency. Account management includes maximizing the representation and placement of our wines, as well as merchandising store specific shelves and displays. Industry experience with a focus on sales is preferred but an understanding of wine and the wine industry is acceptable.

RESPONSIBILITIES

- Represent the Nevada City Winery portfolio of wines
- Build relationships with decision makers predicated on knowledge of client needs and objectives
- Establish & maintain rapport with store managers, restaurant owners, and other store personnel
- Identify, visit, and close new accounts – 25 appointments/selling situations each week
- Visit customers frequently to maximize face-time
- Maintain monthly sales goals within territory
- Direct and manage order fulfillment
- Complete daily & weekly preplans, recaps, and distribution reports.
- Manage case goals vs. actual reports
- Maximize product placement
- Maintain merchandise displays
- Keep track of inventory within individual accounts
- Fill shelves, build displays, and perform regular housekeeping
- Host and coordinate tasting events with an ability to educate customers on our wines
- Be able and willing to travel extensively throughout the territory
- Attend and contribute to weekly team meetings
- Participate in role-play presentations
- Must submit travel and expense reimbursement reports
- Responsible for carrying a cell phone at all times in order to communicate with accounts and management at any time during working hours.
- Available to work flexible hours and weekends, when necessary, for special events

PREFERRED KNOWLEDGE/SKILLS

- Extensive wine knowledge or certification – Certified Sommelier or WSET preferred
- Have 2+ years of beverage wholesale, retail or hospitality experience.
- Be computer literate and possess computer, laptop or other device with ability to read and manipulate spreadsheets and other office documents.
- Must be self-motivated and able to achieve goals while working independently
- Excellent presentation, verbal communication, and listening skills
- Advanced writing ability
- Strong organizational skills and ability to multi-task
- Must be able to repetitively lift 45+ pounds; be able to bend, squat, climb, kneel, twist and lift repetitively.
- Must have a valid CA Driver's License, auto insurance, and a clean driving record
- Must be 21 years of age or older

COMPANY DESCRIPTION

Nevada City Winery is the oldest operating winery in Nevada County. The majority of our grapes are locally sourced, and we've been making a broad selection of award-winning wines since opening back to 1980. Our tasting room and production facility are located in the historic downtown area of Nevada City, California. In addition to a tasting room, we have an onsite art gallery, gift shop, and outdoor covered patio for use by guests. Nevada City Winery currently has 23 wines in its portfolio and continues to crush every year.

COMPENSATION

Salary plus commission BOE

BENEFITS

Vision insurance

Dental insurance

Disability insurance

Paid time off

Paid holidays

Wine allocation

Employee discount

APPLY:

Please respond with your cover letter that explains why you are well suited for this position at Nevada City Winery, along with your resume to info@ncwinery.com

Nevada City Winery provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, or genetics. In addition to federal law requirements, Nevada City Winery complies with applicable state and local laws governing nondiscrimination. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, compensation, and training.