

Wine Sales Executives- North & East Midlands

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Company: Fluid Fusion

Location: United Kingdom

Category: other-general

Specialism Account Management, Business Development, Premium Wine, Sales, Sales Executive, Sommelier, Wine Agent, Wine Trader

Location M62 Corridor or East Midlands/South Yorkshire

Salary Circa £30-60K OTE (retainer & commission based)

Our client is an established Italian Wine Business, boasting a tremendous portfolio of high-quality wines. As part of their strategic growth plan, they require 2 Wine Sales Executives based in the North and East Midlands regions. Each Wine Sales Executive is assigned responsibility for the sales, distribution, and promotion of a selection of premium wine brands within a loosely pre-designated territory.

The 2 territories are:

M62 Corridor- Manchester to West Yorkshire

East Midlands (North)- Derbyshire, Leicestershire, Nottinghamshire, South Yorkshire

The customer base will typically consist of independent On Trade venues including in some instances, small regional groups and local wholesalers. As a Sales Executive, you will operate on behalf of the company with emphasis on developing new business while building and actively maintaining strong relationships with existing customers.

Candidates for these opportunities can come from a range of food and beverage backgrounds but must have a strong passion for wine. We welcome candidates with backgrounds as Wine Sales Executives, Wine Agents, Sommeliers, Wine Sales professionals, Food & Beverage Consultants, Wine traders/buyers, F&B buyers or hospitality professionals. Existing Wine Agents who work with other portfolios but wish to add

more products to their range are also welcomed.

Agents will work closely with the team of in-house Regional Managers who provide all necessary product education and day-to-day support.

Skills and experience requirements

Knowledge of the Wines category with the ability to identify, recommend and secure best-fit listing for the venue and customer profile and provide customer training and tastings as required.

Detailed knowledge of the assigned territory and potential On Trade customer base.

A well-established network with current and prospect customers or well-developed networking skills with a commitment to rapidly build a solid customer base.

Proactive, passionate and results-driven.

Commercially astute with solid negotiation skills and the aptitude to maximise own and company business opportunities.

Strong and collaborative communicator, highly organised and numerate.

Ideally educated to degree level

A knowledge of the Italian language is advantageous but not essential.

These opportunities are primarily remunerated with a generous commission-based structure and offer a tremendous opportunity for candidates to achieve exceptional results upon good performance.

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- 3. Wine Sales Executives- North & East Midlands Istanbuljobs Jobs United Kingdom Istanbuljobs ↗**
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