

## **About Us**

Good Spirits Distributing is not an ordinary beverage distributor. Over the years we have distinguished ourselves by bringing a small town feel to the booming Las Vegas market. With a combination of a great team, a sense of community, and a dedication to our brands, we have made it our mission to help craft distillers, breweries, and wineries break into and thrive in the Las Vegas, Reno, and South Lake Tahoe markets.

We are looking for a Beverage Account Manager who is reliable, professional, and enthusiastic to join our growing company. The Beverage Account Manager is responsible for obtaining and maintaining long term customers by comprehending their needs and requirements. The Beverage Account Manager will be the lead point of contact for all client matters, anticipate the client's needs, work within the company to ensure deadlines for clients are met, and help the client succeed. The Beverage Account Manager will also bring in new business from existing clients or contacts and will develop new relationships with potential clients.

## **Beverage Account Manager Duties and Responsibilities**

- Calls on accounts and covers daily routes by creating and following established and efficient routes – Will work given account territory calling on 12-18 accounts per day and responsible for growing sales in a territory of 80-100 accounts
- Analyzes entire account base by visiting each account and identifying opportunities – Pre-Call plan of GSD opportunity and creating selling plan for success; explore and open new accounts in territory
- Prepares and delivers professional sales presentations to customers by balancing company's priorities and customer's needs – Present custom selling presentations designed to maximize Sales and Supplier focus needs.
- Constantly aware of current inventory and out of stock items and alerting management to possible fluctuations in demand – Stay updated with GSD on-hand inventory; this will include sales discounts and special pricing programs to maintain proper margin of sales.
- Strives for, attains, and exceeds standards of performance goals by achieving the distribution, volume and activity goals of brands as set by management
- Ensures maximum brand visibility within accounts by maintaining account standards as determined by management and using effective and current point of sale (POS) materials when applicable – Securing price/placement features on focus brands and targets to increase presence and placements of GSD portfolio
- Supports new accounts by developing opening orders and works with company management to set account goals and guidelines – Determine account expectations and projected sales when opening new GSD accounts to effectively manage time in the field
- Remains informed of company/supplier activities and updates by attending and actively participating in weekly sales meetings and new account sales drives – Will be asked to participate in Supplier work-with schedules as well as coordinate specialty sales calls in territory
- Maintains a professional image at all times – Corporate dress code expectations
- Contributes to the team effort in building our brands and works to create a result-oriented sales team – Participate in sales meetings as well as share extensive wine knowledge, selling process, and best practices from the eyes of the buyer

## **Key Account Manager Requirements and Qualifications**

- Four to five years' previous work experience in sales, account management, or relevant experience in alcohol distribution
- Experience with VIP or similar order operating system not required but preferred
- Proficiency in Microsoft Suite
- Able to multitask, prioritize, and manage time efficiently
- Goal-oriented, organized team player
- Self-motivated and self-directed
- In-depth understanding of company clients and their position in the industry
- Proven results of delivering client solutions and meeting sales goals
- Eager to expand company with new sales, clients, and territories
- Able to analyze data and sales statistics and translate results into better solutions
- Excellent verbal and written communication skills; must be a listener, a presenter, and a people-person
- Strong negotiation skills, with ability follow-through on client contracts

**Full-Time | Salary + Commission DOE**