

LICENSEE WINE SALES REPRESENTATIVE

About Us

VinoLuna is a wine agent with a focus on quality and affordable wines from major wine growing regions of world. We proudly promote our partner's award winning yet approachable wines such as "Best in Show" or Gold Medal in Decanter, listed in the 100 Top Wines by Wine Enthusiast, 90+ points from major international magazines such as Wine Spectator, James Suckling, Wine Advocate, etc. or local magazines such as 3 bicchiere from Gambero Rosso, just to name few.

We are a fast growing Ontario company selling to LCBO and private businesses such as restaurants, hotels and bars around the GTA.

Job Overview

Responsible for front line management of licensee accounts in GTA.

Key Accountabilities

- Develop annual account plans, progress reports and track the competition.
- Develop and maintain a strategic call plan prioritized in view of sales volume and opportunity.
- Ensure the achievement of annual sales volume, revenue and margin contribution plans.
- Implement VinoLuna sales approach and methodology and actively participate into continuous development of sales process.
- Develop and deliver professional sales presentations to increase penetration at existing accounts and secure acquisition of new accounts.
- Manage and control a promotional budget.
- Develop and maintain a strong, long-term, professional, trust and mutual respect based relationship with all key decision makers at accounts.
- Help create and consult on wine lists for restaurants, bars, hotels and other establishments.
- Take part in trade shows, consumer tasting events, education programs, etc.

Job Requirements

- Completed or in progress university degree or college diploma.
- Passionate and knowledgeable about wine.
- A continuous learner.
- Strong network and good understanding of target industry and its practices.

- Excellent communication, interpersonal and organizational skills.
- Team player.
- Results oriented and self motivated.
- Good working knowledge of Office applications such as Word, PowerPoint and Excel.
- Efficient presentation skills.
- Valid driver's license.
- Able to lift wine cases up to 19kg.

Compensation

- Competitive commission based in addition to business related expenses including mileage.