



Do you love the wine industry, sales, and creating memorable relationships through experiences? Do you want a job with limitless income potential, with no commission cap? Trump Winery, named one of the “Best places to work in Charlottesville,” is looking for an experienced Regional Sales Rep covering the Southeast. To succeed, you must be self-motivated, goal oriented, enjoy sales and people. You will have an incredible opportunity to expand on established distributor relationships while tasked with growing this newly established territory with plenty of upside. We will support you in every way possible with training, sales materials and samples, but ultimately you control your success. If this sounds like an opportunity to release your potential, we want to hear from you. We're looking for someone based in the territory covering AL, FL, GA, KY, LA, NC, TN, TX.

#### ESSENTIAL DUTIES:

- Drive revenue growth year over year within the Southeast territory
- Establish and grow relationships with distributors and accounts in the designated territory
- Engage in regular and effective communication with distributors monitoring plans, programs, and priorities to achieve sales and distribution goals throughout the assigned territory
- Identify key accounts located in each market, working with Distributor partners as well as independently
- Work in the market, build on established account relationships while creating new accounts (on and off premise)
- Develop strategies consistent with aggressive sales growth based on review of distributor program results; distributor sales incentive programs, negotiate pricing/programming
- Contribute to a high-performance, fast-paced entrepreneurial team
- Deliver strong presentations in an entertaining and educational manner to distributor sales reps, key account managers, trade, and consumers at trade shows, distributor meetings, and consumer tastings
- Utilize brand partners and personnel to build customer loyalty through events that differentiate us from the competition
- Manage monthly and bi-monthly planning, recaps and reporting

#### REQUIREMENTS:

- Represent the company in a highly professional manner: must be professional, focused, positive, detail-oriented and demonstrate a high level of personal integrity
- Must be able to work remotely and independently without supervision; self-motivated
- Willingness to work full-time, non-traditional hours
- Excellent verbal and written communication skills
- Bachelor's degree or equivalent work history in wine distribution, retail, or supply
- 5+ years of successful Distributor management and/or wine supplier experience in selling wine, building brands and establishing and maintaining customer relationships
- Significant travel
- Must be able to lift, carry, push/pull 50 pounds repeatedly
- Must be able to stand on feet for 8 hours
- Strong computer skills in Word, Excel, Outlook; experience with POS; experience with CRM
- Valid driver's license and clean driving record

See why we've been named "one of the best places to work in Charlottesville". We offer:

- competitive pay
- 80% company paid medical premiums with only a \$500 deductible
- 80% company paid dental premiums
- vacation, sick, and holiday pay
- 401k
- Generous discounts on wine, merchandise, and hotels
- Monthly wine training opportunities
- Two paid team volunteer days per year
- Laptop and cell phone provided

To apply, please email resume and cover letter to [info@trumpwinery.com](mailto:info@trumpwinery.com)