



Do you love the wine industry? Do you love selling and creating memorable relationships through experiences? Have worked in distribution or retail and know the supplier side is where you want to be? Trump Winery, named one of the “Best places to work in Charlottesville,” has an immediate opening for Regional Sales Reps. The position is full-time, reports directly to the Wholesale Manager and works closely with the Marketing Manager and General Manager. To succeed at this position you must be a self-motivated, goal oriented individual who enjoys selling and dealing with people. You will have the opportunity to expand on established distributor relationships and accounts while tasked with growing into new accounts and new states. We will support you in every way possible with training, sales materials and samples, but at the end 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 Northern VA covering points north but have openings in other regions for the right candidate.

#### ESSENTIAL DUTIES:

- Manage and achieve sales and distribution goals throughout the assigned territories
- Work independently in the market, building on already established account relationships while creating new ones both on and off premise
- Identify strategies to retain existing customers and attract new customers
- Provide input and work with the Marketing Team to discuss best approach regarding pos and other print and digital materials
- Create and review distributor program results and suggest corrective actions
- Develop strategies consistent with new customer acquisitions and aggressive sales growth
- 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
- Train, educate and motivate distributor sales teams
- 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
- Establish performance standards

#### REQUIREMENTS:

- Positive, professional, detail-oriented
- Must be able to work independently without supervision
- 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
- Represent the company in a highly professional manner
- Significant travel by automobile
- Must be able to lift, carry, push/pull 50 pounds repeatedly
- Must be able to stand on feet for 8 hours

- Proficiency in Word, Excel, Outlook; experience with POS
- 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)