

## **Job Description:**

Wein-Bauer, Inc. is a family-owned alcoholic beverage import company located outside of Chicago, Illinois. We are represented across the country by distributors as well as brokers. We primarily represent German and Austrian brands including Schlink Haus, St. Christopher, and Mo-Velt, as well as Estate wines from Esterhazy and Alta Pavina (Spain). Our growing portfolio includes everything from Austrian craft spirits to Argentinian wines.

We are seeking National & Chain Managers to oversee and be responsible for covering the following markets: United States. - The ideal candidate will reside in a central location of the key markets he/she will be managing.

## **Responsibilities:**

- Work closely with distributors to develop and execute an effective sales and marketing plan in order to maximize distribution of the portfolio. This includes establishing goals, pricing and programming, preparing annual budget forecasts, and monitoring orders and inventory levels.
- Manage and develop business of portfolio by actively working the market with sales teams as well as independently, conducting staff-trainings, seminars, consumer tastings, wine dinners, etc.
- Conduct regular reviews of depletions, programs, and inventories with distributors' management teams.
- Manage rollout of new brand launches.
- Develop and monitor key account penetration.
- Travel within the region as needed to maintain high visibility with distributors and with key accounts.
- Coordinate and manage supplier visits and perform necessary follow-up.
- Establish and maintain strong relationships with distributor sales and management teams and key customers and suppliers by providing exceptional service, timely communication and comprehensive product knowledge.

## **Job Requirements:**

- Bachelor's Degree.
- Minimum of 7 years' experience in the industry
- Comprehensive knowledge of wine, beer and craft spirits.
- Experience working in a multi-state environment.
- Strong relationships with distributor network and in key on/off accounts within geographic territory.
- Knowledge of distributor pricing strategies and the ability to manage and maintain profit margin negotiations.
- Ability to work a flexible schedule including evening hours and weekends when needed.
- Excellent communication skills to include the ability to negotiate and mediate situations.
- Exceptional analytical skills with the ability to formulate strategies based on competitive data.
- Excellent organizational skills and the ability to prioritize and multi-task.

We are a growing business with a variety of exciting projects at hand. We are looking to invest in individuals who are willing to invest in us.