

Job Title:

Market Manager - Chicago

Reports To: Region Sales Director

Position Summary:

The **Market Manager** will deliver results through a planned sales strategy to introduce and sell our wines and spirits in the Chicago market.

Essential Duties and Responsibilities:

- Work with Regional Director to develop effective distributor programs based on plan.
- Promote and sell the Company's wine and spirit brands to meet and/or exceed Company and market sales goals by working with the distributor and on his/her own in the field.
- Manage, motivate, and support the distribution network including distributor management and sales representatives and effectively establish distributor relationships.
- Develop and maintain key account and target lists; develops relationships at top level accounts both individually as well as with the distributor partners.
- Monitor depletions and performance of distributor and conduct regular business reviews and sales meetings with distributor sales teams.
- Monitor competitor activity in each account and ensure that appropriate response strategies are formulated, communicated, and executed.
- Educate on-premise/off-premise accounts in product knowledge and/or develop special programs (ie; specialty menu drink selection, wine promotions, etc.).
- Maintain budget, manage expenses, and establish inventory levels to forecast and execute sales.
- Develop, prepare, and present insightful, motivational, and successful distributor and customer presentations.
- Execute and communicate sales goals and priorities to distributor partners, and work with Region Director to evaluate appropriate corrective action if goals are not being met.
- Execute assigned programs as directed and, upon approval, introduce creative programs based on market needs and conditions.
- Follow pricing policies that capitalize on market opportunities while delivering company profitability.

Qualifications:

- Craft spirits and/or wine sales required. Possesses leader qualities and has a proven track in spirit/wine sales.
- Bachelor's Degree in a related discipline or commensurate experience.
- Must be at a minimum of 21 years old.
- Must have a minimum of 3 years distributor or supplier wine and spirits sales experience within this territory.
- Must be responsible, professional, outgoing, and reliable.
- Must have valid States driver's license for mobility within the territory.
- Ability to lift up to 35 pounds.

- Positive attitude; team player.
- Committed to continuous improvement in all facets of our business goals.
- Effective self-management skills, specifically time management and territory call planning.
- Existing account relationships desired.
- Some night and Weekend activities required.
- Candidate must be able to be present in the metro Chicago market on a weekly basis, preferably daily.

Physical Demands:

Stand	F	Lift/Carry	
Walk	F	10 lbs or Less	F
Sit	F	11 – 20 lbs	F
Handling/Grasping (repetitive motions)	O	21 – 50 lbs	O
Reaching Above Shoulder	O	51 – 100 lbs	R
Reaching Outward	O	Over 100 lbs	N
Climb	R	Push/Pull	
Crawl	R	12 lbs or Less	F
Squat or Kneel	O	13 – 25 lbs	F
Bend	O	26 – 40 lbs	R
Working at the computer	F	41 – 100 lbs	R
Driving	F	Near Vision (closer than arm's length)	N
Respirator Use	N	Far Vision (farther than arm's length)	N
Other Personal Protective Equipment Use	N	Color Vision	N

Legend:

N (Not Applicable)	Activity is not applicable to this occupation.
R (Rarely)	Occupation requires this activity several times a month (not daily)
O (Occasionally)	Occupation requires this activity up to 33% of the time (0-2.5hrs/day)
F (Frequently)	Occupation requires this activity from 33% - 66% of the time (2.5-5.5 hrs/day)
C (Constantly)	Occupation requires this activity more than 66% of the time (5.5+ hrs/day)

The above information is representative of the work performed in this position, however it is not all-inclusive. The omission of a specific duty or responsibility does not exclude it from the position if the work is similar or related to the essential duties and responsibilities. Other tasks may be assigned as needed.

Reasonable Accommodations Statement:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. Reasonable accommodations may be made to enable qualified individuals with disabilities to perform the essential functions.