Northwest Regional Sales Manager

Duck Pond Cellars, a family-owned winery based in Dundee, Oregon, seeks a full-time Northwest Regional Sales Manager to join our team. The ideal candidate will possess minimum of 3 years of distributor management and or wine supplier experience in selling wine, building brands, and calling on key customers. Candidate will have a solid performance record of volume and profit-plan achievement to promote and sell brands, identify new business, develop forecasts, set distributor objectives and monitor performance.

Exceptional wine/market knowledge and excellent verbal/written communication, presentation, customer service, organizational, and merchandising skills are necessary to be successful. This position also requires strong PC skills (Excel, Power Point, and email) along with ability to navigate in the Internet/Intranet environments.

Job description
The Northwest Regional Sales Manager is responsible for managing the sales and promotion of Duck Pond and Desert Wind wine throughout Oregon, Washington, Alaska, Idaho, and Montana.

Duties and responsibilities

- Working with distributor management and sales to achieve set goals.
- Managing multiple brands as a market and brand-building leader in your territory;
- Developing annual sales objectives for your region;
- Managing local promotional dollars within an appropriate budget;
- Creating and executing competitive programs with your distributor and retail accounts;
- Overseeing the relationship between distributors and the progress towards brand development sales goals;
- Creating, selling and implementing channel and key account specific market plans;
- Evaluating distributor performance through quarterly business reviews;
- Establishing and fostering strong business relationships with key on-premise, off-premise and chain accounts, distributors, and members of the sales force;
- Conducting training, product promotion and informational meetings for sales force, key accounts, and trade consumers via onsite training, trade shows, distributor ride-withs and account visits;
- Overseeing regional sales associates;
- Attending regularly scheduled sales meetings at Duck Pond Cellars or other location as determined;
- Helping out in any area of the winery when circumstances dictate.

Minimum requirements
The ideal candidate will be a motivated self-starter, with relevant sales experience in the wine industry. A bachelor's degree in sales or business administration and marketing is preferred; previous sales experience in the industry may be considered an acceptable substitute.

Duck Pond Cellars – 23145 Hwy 99W / PO Box 429 – Dundee, OR 97115
www.duckpondcellars.com/jobs jobs@duckpondcellars.com

Northwest Regional Sales Manager

Additional requirements

- A valid drivers' license and an acceptable driving record or the ability to transport yourself to and from various work locations.
- Ability to lift 50 pounds.

Other combinations of education and experience demonstrating the knowledge, skills, and abilities required to perform the job will also be considered.

To apply for this position, please send a cover letter, resume and salary history and/or salary requirements to:

Duck Pond Cellars
Attention: Hiring Manager
P.O. Box 429
Dundee, OR 97115

Or to:
jobs@duckpondcellars.com

Due to the large number of applications we receive for our job opportunities, we are unable to respond to individual requests regarding the status of your application. Please do not call regarding the status of your application. A Duck Pond representative will contact you if we wish to schedule an interview. Thank you.