



TURRENTINE

GRAPES & WINE

Broker

Position: Broker

OVERVIEW:

The Bulk Broker, under direction from the President, will be in charge of managing Turrentine Brokerage's relationships with assigned clients. The Broker will need to keep accurate track of our clients current program needs, and also anticipate how current and future supplies could affect perceptions and market positions - thus providing customers with extraordinarily high levels of service and insight. The Broker will contribute to a workplace delivering unsurpassed customer service to build long term relationships.

CANDIDATE QUALIFICATIONS:

The ideal candidate will have a Bachelor's or a higher degree from a 4 year university and 5-10 years of experience in the wine business. Specifically, the candidate must demonstrate:

- Impeccable professional customer service skills for a diverse client base.
- Relationships with key personnel in the production side of the wine industry.
- Relationships in the case goods side of the wine industry are a plus.
- Strong communication skills.
- Experience in winemaking and production.
- Knowledge of California appellations and specific varieties produced.
- Exceptional organizational skills.
- Excellent English usage skills both verbally and written.
- Experience making sales calls.
- Ability to demonstrate teamwork by collaborating with team members to present market insight.
- An understanding of market cycles and the foundations of supply and demand.
- A knowledge of or a demonstrated ability to learn, Microsoft Word, Office, Power Point, and Excel using Windows 7.
- Strong professional judgment to learn and accurately interpret rules, regulations, and processes.
- Drive to earn the business and trust of clients

BENEFITS:

Turrentine Brokerage offers a comprehensive and generous benefits package that includes:

Competitive base salary

Broker Distribution incentive

Medical, Dental and Vision Insurance

Participation in a self-directed 401(k) plan with an employer contribution

Life and Disability insurance

ABOUT TURRENTINE BROKERAGE:

Turrentine Brokerage, specializing in brokering the sales of grapes, wines in bulk, and strategic planning around supply cycles, has assembled the most experienced team of brokers in the business. The company now has 8 brokers and 22 employees in total. Turrentine Brokerage is the leading broker of grapes and wines in bulk in the United States. Located in Novato, California, Turrentine Brokerage can be reached at (415) 209-9463. The firm's web site can be found at www.turrentinebrokerage.com.

SELECTION PROCEDURE: Candidates must submit the following via email to Steve@turrentinebrokerage.com. All resumes are kept in strict confidence.

1. One page cover letter expressing interest in the position
2. Resume
3. Three references