



**FULL TIME JOB OPPORTUNITY**

Title :	West Coast Sales Representative
Employer :	Aquitaine Wine Company
Employment Location :	California (either Bay Area or Los Angeles)
Company Description :	Join dynamic Bordeaux negociant and US Importer, with an exclusive portfolio of artisanal wines and hand crafted spirits from Bordeaux and other regions of France. Our wines are currently distributed by wholesalers in all 50 states of the USA.
Type :	Full Time
Pay Scale :	Competitive. Fixed salary + commission based on wholesaler case sales (depletions). Fixed allowance for health care, car, phone and T&E.
Employment Start Date :	Immediate
Job Description :	<p>West Coast Sales Representative (80% California &amp; 20% other states)</p> <ul style="list-style-type: none"> <li>• Represent our exclusive craft wine and spirits portfolio on the west coast.</li> <li>• Manage wholesaler relationships in California (80% of the time) and work with our wholesalers in Oregon, Washington, Arizona, Nevada, Hawaii, Colorado and New Mexico.</li> <li>• Develop direct relationships with key account buyers (chains and independents) with objective of increasing sales of our products.</li> <li>• Required to undergo a 3 month training program in Bordeaux. Will travel to France at least once a year.</li> <li>• French is not required, but is always useful.</li> <li>• Candidate must demonstrate (i) strong sales ability, (ii) capacity to work independently, (iii) organization skills, (iv) communication skills, (v) writing skills, (vi) presentation skills, and (vii) computer skills (word, excel, powerpoint, publisher).</li> <li>• Must be willing to travel throughout California, out-of-state and internationally.</li> </ul>
Contact Info :	Send resume and motivation letter to Margaret Calvet <a href="mailto:margaret.calvet@aquitainewine.com">margaret.calvet@aquitainewine.com</a>
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Contact Website :	<a href="http://www.aquitainewine.com">www.aquitainewine.com</a>
Other Information :	Candidate must be sales driven and goal driven. Must be able to work without day-to-day supervision. Must have the discipline to do daily reports to management based in France and the ability to follow up on sales calls.