

## **New Sales Representative Posting**

Position/Title: Outside Sales Representative

Job Location: Sonoma/Napa

Job Category: Sales and Marketing

Company: Lead Packaging Supplier to the Wine Industry

### Description:

We are a leading supplier of packaging to the wine industry in North America and we are seeking to expand our successful sales team in the Napa/Sonoma area with the addition of a sales professional with experience selling directly to wineries.

### Summary:

The successful candidate will develop new business from a specific list of accounts within a delineated geographic area. This represents an opportunity to enter into the winery supply business with a leader in the field and with tremendous opportunity for growth. The responsibilities will include:

- Develop, build and maintain relationships with winemakers, winery owners, purchasing managers and key decision makers throughout the assigned territory
- Develop new business from a specific list of accounts
- Provide optimal customer service to existing clients
- Prepare and present professional sales presentations
- Manage time, territory, sales reporting and budgets

### Requirements:

Candidates will only be considered with the following:

- Professional sales experience, preferably selling to wineries
- Demonstrated ability to prospect for new accounts, close sales and provide knowledgeable customer service to clients
- Ability to work from home with high speed internet access
- Ability to travel extensively throughout territory by car
- Computer skills including: Microsoft Word, Excel, Powerpoint and Outlook
- A valid driver's license and liability insurance coverage, as there will be travel.

We offer an attractive compensation package including base salary, commission, and potential incentives for performance.