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MIDDLE WEST SPIRITS

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MWS Job Req | Sales Manager – Northern Ohio

Employment

Location:	Based in Cleveland, OH
# of openings:	1
Relocation Benefits:	No Relocation Assistance Provided
Benefits:	Medical/Dental/Vision/Life Insurance (partially subsidized), Paid vacation, Paid Holidays, Gas/Phone per diem, notebook computer
Salary:	Base + Commission

Description

Job Title: Sales Manager – Northern Ohio

Joining the Middle West Spirits sales team means you will be responsible for helping grow our company sales of Middle West Branded Bourbons and Whiskey's, OYO Vodka's, and Vim & Petal Gins. As a key member of our branded sales team, you'll be focused on securing new business accounts and servicing the needs of the existing sales accounts within your assigned territory.

What you are responsible for:

- Existing and new product distribution, back-bar placement, menus and promotions.
- Personally visit on and off premise accounts to showcase the MWS|OYO product portfolio through tastings, technicals, and product application.
- Work diligently to make recommendations based on customers' needs and interests.
- Regularly update established accounts with new products and company developments.
- Investigate and resolve customer complaints in accordance with company policy and/or guidance
- Maintain and communicate competitive product information including promotions, sales techniques, pricing and marketing policies. Inform company of competitive activity and conditions that would affect company interests.

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- Coordinate marketing requirements for cocktail lists, table-tents and other in-market marketing collateral as needed.
- Coordinate, set-up, attend, and regulate evening bar promotions.
- Occasionally work nights and weekends on promotional activities and other account activities.
- Develops and executes plans that achieve gross profit, sales dollar, and case goals as directed by company
- The ideal candidate should be results driven, a strong communicator, able to effectively plan and prioritize, professional, and very proactive in all aspects of their work.

Qualifications:

- Education: One year certificate from college or technical school with a four year college degree preferred.
- Experience: At least two years related experience and/or training in Beer, Wine and/or Spirits service, sales and/or distribution.
- Language Skills: Ability to read and interpret documents (such as safety rules, operating and maintenance instructions, and procedure manuals) and to write routine reports and correspondence, and to speak effectively before groups of customers or employees of the organization.
- Strong basic Mathematical Skills: Ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals, in addition to compute rate, ratio, and percent and to draw and interpret bar graphs.
- Computer Skills: To perform this job successfully, an individual should have knowledge of how to quickly navigate the internet, and diligence using Microsoft Office Suite software including Word, Excel, and Power Point.

Requirements

- Certificates, Licenses, Registrations
 - Requires a current state driver's license, with an ability to meet company vehicle insurance requirements

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- Alcohol Beverage Commission (ABC) License, as required by the state – OH Solicitors License
- Other Requirements
 - Ability to regularly operate a motor vehicle.
 - Physical Demands: The employee must occasionally lift and /or move up to 45 pounds (the equivalent of a case of liquor)
 - Work Environment: The noise level in the work environment is usually moderate.
- Tools & Technology:
 - Use of Notebook computers; printers, smart phones.
 - Data base user interface and query software

Middle West Spirits is an Equal Opportunity employer. It is our policy not to discriminate against any Employee or Applicant. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, sex, age, status as a protected veteran, sexual orientation, gender identity or status as a qualified individual with disability. This policy of nondiscrimination in employment includes but is not limited to: recruitment, hiring, placement, promotion, transfer, employment advertising or solicitations, compensation, layoff or termination of employment.

To apply, send all questions and/or resumes to: work@middlewestspirits.com