

Account Manager

St Helena, CA, United States

We are in search of highly motivated, talented sales individuals to join our sales team offering our unique barrel management services to the wine and spirit industry. This is a tremendous opportunity to be part of a company who provides; Cash flow, Barrel Management and Barrel Resale Solutions.

Responsibilities

To develop new business throughout the wine and spirits industry and to be able to meet and exceed your sales goal.

Key responsibilities and accountabilities:

- Professional, with great organizational and negotiation skills
- Ability to thrive in a highly competitive environment
- Primary focus on new business development
- Ability to cultivate and service existing clients
- Persuasive presentation skills and proven ability to close deals
- Successfully book appointments with new prospects on a weekly basis
- Ability to meet monthly and quarterly sales goals
- Willingness to travel

Qualifications

- Minimum of 3 years working experience in the wine and or spirits industry
- Strong computer skills
- Efficient in Excel and Salesforce a plus
- Very well organized
- Resourceful, highly motivated and dynamic
- Able to work in a team environment
- Good communication skills
- The successful candidate will have a proven track record of managing multiple clients
- Financial knowledge or background a plus

Benefits

- Compensation (base + commission)
- Excellent benefits

Please include cover letter, resume and references.