



Deutsch Family Wine & Spirits is currently seeking a full-time District Sales Manager in Massachusetts who possesses the following skills below.

The District Sales Manager will be responsible for assisting in the planning and implementation of all tactical sales activities, as well as trade/customer marketing activities to enhance the growth and profitability of the Deutsch Family Wine & Spirits brand portfolio in Massachusetts. The District Sales Manager will report to the Regional Sales Manager.

Qualifications:

- College degree preferred
- A beverage industry professional with a minimum of 2 years' sales experience with a supplier or distributor; wine knowledge strongly suggested.
- Experience selling to all channels of trade; should have strong existing trade/account relationships; prior measurable success in selling with other supplier or distributor desirable.
- Proven ability in territory sales management, including creative and fact-based selling
- Objective-oriented, focused and aggressive individual who needs little direction or supervision
- A strong team player able to work in an intense, fast-paced environment
- Strong interpersonal and leadership skills to direct the distributor sales forces and develop key, retail customer relationships
- Excellent communication and presentation skills
- Computer literate and functional in Microsoft Office
- Residence in the greater Boston Metro area preferred

Travel and Physical Demands:

- Able to travel throughout the state on a regular basis for sales initiatives, distributor meetings and market surveys
- Able to lift and carry wine bag

Responsibilities:

- Work with wholesaler sales reps and managers to further their knowledge of the Deutsch Family Wine & Spirits portfolio and to develop improved working relationships within these key groups
- Interface directly with key on- and off-premise accounts to grow our business
- Manage key accounts by targeting sales by brand and monitoring execution via sales reports on a monthly basis
- Assist in overall brand development by identifying new account opportunities and working with distributors to execute



- Utilize market and customer knowledge to assist in development of distributor programs based upon available resources
- Monitor and evaluate program execution within distributor sales force while in the trade
- Conduct retailer and wait staff trainings to help create in-house ambassadors for our brands
- Conduct in-store tastings as necessary to move brands forward (will be two nights per week/weekends)
- Motivate and manage distributor sales forces and executives through leadership; inspire confidence and gain respect as an effective company spokesman.
- Utilize distributors account sold data and Pods to identify opportunities and achieve improved brand positioning
- Adhere to and effectively communicate company policy
- Perform administrative tasks as necessary in a timely manner
- Conduct sales meetings and product presentations for distributor sales staff

If your background and experience meet these qualifications and you want to join a dynamic industry, please [click here to apply](#).

Deutsch Family Wine & Spirits is a family-owned business committed to cultivating an environment in alignment with the company's values, mission and vision. Our professional staff plays an important role in the company's continued growth and success. We offer competitive compensation, excellent benefits and opportunities for advancement in a collaborative environment.

Deutsch's wine and spirits are sold to the trade with well-planned marketing support and offered to U.S. consumers at fair market prices. Today, the company is renowned for its brand-building prowess and ability to identify and fill consumer niches within the wine and spirits category. They have built numerous category leaders including: the #1 selling brand in the US; the #1 imported brand in the US; the #1 Australian brand in the US; and the #1 French brand in the US. Chairman Bill Deutsch's son Peter Deutsch is CEO; thus two generations of the Deutsch family work side-by-side in their continuous quest to build strong brands and relationships throughout the wine and spirits industry.

Deutsch Family Wine & Spirits is an Equal Opportunity Employer.

Learn more about Deutsch Family Wine & Spirits at www.deutschfamily.com.