

Banville Wine Merchants Canada is hiring!

We need a wine salesperson, with a minimum of 3-5 years' experience in this role at a wine agency in Ontario.

The right candidate will be selling to Licensees and consumers to help us grow sales in Ontario. We're looking for a hungry self-starter, with existing relationships and an established book of business in our industry. Someone who is committed to make a significant positive impact in our growing agency.

We're ready to make the investment if we can find the right person. Here are the details:

Position Summary:

Under the direction of a VP or Director of Sales, this position is responsible for representing and increasing the sales of all Banville brands in assigned territory within the philosophies and style of the company. Responsible for day-to-day contact with key on- and off-premise accounts and retailers, communicating needs and expectations in areas of allocations, depletions, marketing programs, and product placement. Keep supervisor informed of critical information and trends in the marketplace. Attend trade events and special promotions, always acting as an ambassador in the style and image set by the Tolaini-Banville family.

Critical Tasks:

Market Sales Work (85%)

- Achieve sales plans by developing, cultivating, and maintaining strong relationships with key buyers.
- Increase sales and distribution to new accounts, establishing a strong sales presence in the market.
- Provide exceptional support to accounts with wine tastings, dinners, events, staff trainings, etc. Also, present samples, as needed.
- Communicate to customers in a timely manner any inventory issues for current placements, delivery times / issues, allocation or pricing insights, and new vintages.
- Ensure supplier market visits are productive and an effective use of a supplier's time. Coordinate activities, confirming dates, and communicate agenda in a timely manner.
- Ensure proper inventory, programming, and incentives are in place to support supplier market visits.

Administrative (15%)

- Effectively organize and plan your work week utilizing all tools, insights, and goal priorities available.

- Input orders in a timely and efficient manner, following established procedures and adhering to deadlines.
- Attend sales meetings, annual portfolio tastings, and other company events.
- Provide feedback to Sales Leadership on market issues, opportunities, changes, gaps, challenges, and competitive activity.
- Ensure timely submission of expense and market recap reporting, adhere to T&E budgets. Respond to all emails within 6 business hours of receipt.
- Follow up, as needed, on unpaid invoices.
- Update job knowledge by participating in educational opportunities, reading professional publications and maintaining professional networks.

Professional Requirements:

Education/Experience: College degree or equivalent experience plus 3 - 5 years of experience in a wholesale, supplier, or restaurant/retail wine sales role. Needs to showcase a solid book of business and existing relationships, within the restaurant hospitality industry in Ontario. This will be a relationship-based role - so not defined by a specific territory in Ontario.

Skills: Must be an effective communicator with excellent written and verbal communication skills. Excellent public speaking and presentation skills, comfortable in front of large and small audiences. Must possess strong listening skills, and outstanding sales skills (follow-up, closing, overcoming objections). Good PC skills (MS Office). Must be a self-starter, be able to juggle multiple situations, and able to work independently while also working collaboratively with their team and following direction of company leaders. Ability to learn and effectively use Banville's reporting tools to manage and plan business activities. Experience planning/coordinating events, and outstanding time management skills. Must possess a high level of integrity, be self-confident, have an excellent ability to build relationships. Understanding of the importance of providing outstanding customer service. Creative with a winning attitude, and the selling abilities of telling a story and influencing.

Knowledge: Passion for and extensive knowledge of Domestic and Import wines.

Physical: Must be able to work a flexible schedule including evenings and weekends. Must be able to travel locally within assigned territory by car, rideshare, or public transportation up to 8 hours a day 4+ days a week. Must be able to travel on occasion including overnight stays both domestic and international. Must be able to lift and carry 40 pounds.

Other: Must have a valid Driver's license in Ontario and must meet the Company's automobile insurance requirements.

The above information is representative of the work performed in this position; however, it is not all-inclusive. The omission of a specific duty or responsibility does not exclude it from the position if the work is similar or related to the essential duties and responsibilities