

Territory Manager: On-Premise and Private Sales: GTA

SUMMARY

Founded in 2008, Azureau has grown into one of the most dynamic wines/spirits agencies in Ontario. In 2020, Azureau was awarded the Best Agency Award at the LCBO's annual Elsie ceremony (the Oscars of our industry) for our focus on partnership. Azureau continues to expand with positive growth in all LCBO channels, and represents household names in Ontario, such as Guilo Cocchi, Rioja Vega and many more.

Azureau Wines & Spirits is looking for a **On-Premise Territory Manager** for the GTA to grow the company's current book of clients, as well as, be involved with the development and management of the On-Premise Portfolio. This is an exciting opportunity for an individual with an entrepreneurial spirit who possesses excellent selling abilities, who is a visionary and can adapt and evolve with today's fast-paced and ever-changing on-premise environment.

Reporting directly to the Director of Sales, the ideal candidate must possess strong networking skills, have the passion and drive for developing partnerships with existing key accounts, as well as, acquire new clients and premium customers in the GTA using consultative and data-driven selling strategies. In addition, the successful candidate will have the opportunity to expand and manage Azureau's On-Premise Portfolio by being able to assess the needs of the market and build brand identity. Someone with an existing clientele base and a strong wine knowledge would be very beneficial.

ESSENTIAL FUNCTIONS

- Maintain, develop and grow Azureau's current book of core accounts, as well as, solicit new business by building credible and long-term relationships to increase revenue and volume
- Prospects, quantifies, and qualifies new accounts to determine potential fit with brand portfolio
- Demonstrates strong personal selling, time management, and presentation skills
- Service, analyze and ensure the marketability of Azureau's products through menu management, concept selling and price-point management
- Continually demonstrating your wine knowledge in customer and consumer tastings and industry events
- Manage personal business expenses (samples, meals, transportation, etc.)
- Effectively plan on a daily, weekly, monthly, and quarterly basis to meet goals, to increase market share, space allocation and customer service, while managing assigned budget
- Report on competitive activities within the territory and offer constructive suggestions
- Work with supplier representatives and members of management to promote sales

These functions reflects management's assignment of essential functions; it does not prescribe or restrict the tasks that may be assigned

QUALIFICATIONS

To succeed in this job, an individual must be able to execute the essential duties listed above. The requirements listed below are representative of the knowledge, skill and ability required.

JOB REQUIREMENTS

- Must be at least 19 years of age
- 5+ years of on-premise sales experience in the hospitality industry
- High school diploma or GED from an accredited institution
- Bachelor's degree or College Diploma
- Valid Ontario driver's license, clean driving record and full time access to a vehicle
- Required to speak and communicate in English
- SmartServe Certified

- Maintain composure, multitasking effectively, and handle on-the-job stress without close supervision while remaining courteous and professional; able to work independently, as well as, part of a team
- Flexible work schedule as this position will require you to work evenings and weekends
- Able to lift up to 50 lbs

Job Types: Full-time, Permanent

Compensation/Benefits:

- Base Salary + Commission
- Automobile and cell-phone allowance
- Dental care
- Extended health care
- Paid time off

Schedule:

- Monday to Friday, with some weekends (as needed)

Work Location: Remote work with a requirement to come to the office in Toronto once a week