

## Retail Territory Manager

We are looking for an enthusiastic and knowledgeable full-time, permanent Retail Territory Manager in the Eastern Greater Toronto Area to represent one of the newest and privately owned boutique Canadian agencies with a specialized approach. We are a team of innovative, adaptive, wine passionate people who work to build a portfolio of predominantly family owned producers and are looking for the right candidate to join our growing team here in Ontario.

The company employs over 130 people from coast to coast who sell and market beverage alcohol products to the various provincial Liquor Boards, private retailers and licensed on-trade establishments. You will manage customers across the LCBO retail channel, as well as, grocery. If you have passion, love and knowledge for wines & spirits and are a self-motivated individual with a demonstrated ability to meet sales targets, apply today!

### **Job Responsibilities:**

- Implement and execute territory sales plans by following agreed upon targets and service standards
- Meet targeted objectives for territory by utilizing sales knowledge, ability to meet and anticipate customer needs
- Secure new business through sound sales professional and customer service skills
- Proven ability to build and maintain strong working relationships
- Operate territory within approved expense budget
- Implement marketing and promotional programs to build brand awareness
- Merchandise in an organized and effective manner
- Attend promotional and special sales events as required
- Other responsibilities as assigned

### **The ideal candidate will possess the following qualifications/skill set:**

- Post-secondary degree in applicable field such as business, sales, or food and beverage or 1 – 3 years of industry working experience (or a combination thereof)
- Ability to multi-task and prioritize
- Exemplary customer service skills: including regular contact/communication, problem solving, follow through and attention to detail
- Excellent written and verbal communication
- Proficiency in Microsoft suite products (Word, Excel, PowerPoint and Outlook)
- Valid ON driver's license
- Must be able to travel as necessary to be physically present at events, customer visits and meetings.
- Flexibility for evening and weekend work hours
- Current Smart Serve Certification
- Must be able to meet the physical requirements of the position including lifting 50 lbs., ability to stand for extended periods of time as well as navigating stairs.
- Bilingualism will be considered an asset