



JOB POSTING

Position Title: Account Sales Executive - Royal
Department: Sales
Reports to: District Manager – Royal

Regal Wine Company, one of the leading distributors in California, offers an elite portfolio of world-class wines in the premium and luxury category. Integrity, honesty and innovation are the pillars of our company, along with an unyielding commitment to quality. We are always seeking top talent who share these values.

POSITION SUMMARY:

Manage assigned territory of off-premise chain accounts. Sell displays, build and merchandise displays, maintain 100% distribution, and complete administrative responsibilities for the territory.

ESSENTIAL DUTIES/RESPONSIBILITIES:

- Manage an established chain grocery store territory of approximately 50 accounts
- Maintain 100% shelf distribution of all authorized items for each account
- Effectively present new item distribution and direct store delivery items
- Rotate vintages, fill shelves, fill cold box, build displays, and maintain Royal Wine Company merchandising standards
- Ability to make persuasive sales pitches using wine knowledge and sales based facts. (IRI, ROI, margins)
- Establish & maintain rapport with chain district managers, store managers, liquor department managers, and other store personnel
- Displays original thinking and creativity for problem solving
- Sell current programs and initiatives by creating sales presentations tailored to each account
- Identify opportunities to create engaging mass floor displays in impactful display locations
- Responsible for working within approved expense budget and submitting report by the end of each month.
- Complete daily preplans, recaps, and distribution reports
- Follow the Regal 8 steps to a successful sales call in all accounts
- Attend and contribute to weekly team meetings, participate in reviewing goals and develop execution plan
- Responsible for carrying cell phone and point of sales materials in vehicle during working hours
- Effectively work with minimal supervision
- Ability to work in a fast paced environment and adapt to change easily
- Actively participate in trainings and meetings to support self-development and professional growth
- Additional duties as assigned by District Manager

JOB REQUIREMENTS:

- Previous sales experience preferred, but not required
- Successful candidate must: be at least 21 years of age
- Must possess a current driver's license; maintain current auto insurance coverage and have a clean driving record
- Ability to repetitively lift a minimum of 50 lbs; be able to bend, squat, climb, kneel, twist and lift repetitively;
- Excellent verbal communication, written communication, and listening skills are required
- This position requires the availability to work flexible hours and weekends, when necessary, for special events
- Candidate must be willing to reside within territory
- Must be self-motivated, willing to work hard, and striving to learn more. Must have a passion and excitement for wine and maintain a high level of integrity