



The following positions currently are open. Please reach out to job@qdrinks.com if you think you might be a great fit.

1. Area Sales Manager, Southern California

Key Responsibilities:

- Drive Young's Market Company's focused implementation of sales programming and brand building initiatives in covered markets.
 - This includes but not limited to distribution initiatives, brand feature and display, programming, incentives, and spirit partnership programs within assigned territory
 - Effectively manage mutually agreed to goals with the distributor
 - Ensure flawless execution of brand pricing strategy
 - Build brand support and feature in the critical on-premise channel
 - Engage distributor management and sales personnel so as to achieve and over-deliver agreed to market objectives
- Call on and activate in Target Accounts in the market.
- Actively develop and manage relationships with Young's Market Company personnel including Channel VPs, Merchandising VPs, Director of Sales, DMs, ADMs and Sales Reps. Conduct work-withs in the key markets.
- Ensure POS and other marketing assets are effectively utilized in the field supporting Q Drinks initiatives. Participate in the development of program-specific POS.
- Spend time each month surveying the market to ensure that distribution, pricing, POS, displays, programs, menu placement and ads are executed to standard.
- Travel when appropriate to call on target account buyers, distributor management and assist in Market blitzes/distributor launches.
- Review monthly Young's Market Company depletion reports to identify opportunities, underperforming accounts or potential loss of distribution within an account. Take appropriate actions to ensure market objectives are achieved.
- Routinely communicate/report market performance, distributor execution, competitive activity, key account activity to Sales Director.

Ideal Background:

- A minimum of 4 years' experience in the beverage alcohol or non-alcoholic industry, preferably with experience in the on-premise channel. Distributor management experience is also a requirement. Strong knowledge of the retail environment preferred.
- Ability to function effectively in a relationship driven, entrepreneurial business environment.
- Outcome-oriented, focused individual who needs relatively little direction or supervision; energy, enthusiasm, and being proactive are critical.

- Willing to be very “hands-on” to get the job accomplished and adaptable to change on the go.
- Must be well organized, and have the ability to plan daily & weekly call sheet & execute tasks with limited supervision and administrative support.
- Must have excellent written and oral communication skills.
- Proficient in MS Word, Excel, Outlook & PowerPoint (reporting, presentations, correspondence and documentation purposes). Polished sales and presentation skills essential.
- Presently has working relationships with distributors and key on premise decision makers in assigned markets - (hotels, restaurants, night clubs).
- Ability to coach/train/motivate/Influence.
- Position may require occasional overnight travel, and night/weekend events in the Market.
- Must be able to lift a minimum of 25 lbs.
- Must have a valid US Driver’s License and access to a reliable vehicle to be used for work purposes.
- Must be legal to work in the US.
- Financially responsible individual who knows how to manage budget.

COMPENSATION:

- Competitive Salary, based on experience
- Annual performance-based bonus based on achieving sales and distribution goals
- Mileage
- Expense Account
- Benefits Package (health insurance, vacation, 401K)