



North Texas Market Manager

We are a premier wine company in the Texas Hill Country (Hye, Texas). We don't follow trends, we create them. We are the leading producer of 100% Texas wine in the state and we are looking for ways to share a piece of our world with more people.

The Market Manager is responsible for executing within key on- and off-premise accounts by growing sales and market share through product distribution, display execution and promotion within their assigned area. This position will concentrate on a key area and focus solely on the retail execution of William Chris Wine Company brands. The Market Manager will spend approximately 90% of their time in retail execution.

Duties/Responsibilities

- Call on existing account base within area to obtain new distribution, execute promotional activity and increase market share
- Solicit new business to increase volume/distribution/share within the assigned area
- Identify retail opportunities and sell/execute against those opportunities
- Ensure proper merchandising of product and point-of-sale materials within area and according to our brand standards
- Generate sales by maintaining/increasing shelf facings and positioning
- Identify field quality concerns and report using appropriate procedures
- Coordinate events and promotions to deliver greater brand awareness and stimulate sales
- Conduct staff educations, beer tastings and other events as needed
- Nurture a healthy and productive partnership with our distributors in the territory; perform regular market work-with's, General Sales Meetings, and provide information/training on new brands to sales team
- Regular travel to Austin/Hill Country for market work/meetings/training/special events

Please Apply if You Have

- Associate's Degree required, Bachelor's Degree preferred
- 2 years Business to business sales experience required
- Demonstrated ability to consistently achieve company business plan goals; including volume, distribution, and profitability
- Strong organization and time management skills
- Self-motivated, self-disciplined, and proven ability to establish professional relationships in the market
- Desire to work in a fast-paced, growing company

- Ability to interface with various levels of management at both retail and wholesale
- Excellent organizational, analytical, communication and presentation skills
- Excellent sales skills
- Willingness to work some nights and weekends

What We Offer

- Competitive Salary
- 75% Company paid health insurance
- 401K
- Unlimited Vacation Time
- Gym Membership
- Personal and professional development opportunities
- Real. Texas. Wine. monthly allotment

*This position is based in the DFW metroplex. Candidates must currently reside or be willing to relocate to territory.

*DL - Driver's License with a driving record free of any major violations in the last three years upon hire required