

New Business Development Specialist

The Company

Here at Encore Glass, we are dedicated to providing the best service and highest quality products in the industry. Forty plus years ago, we began sterilizing and recycling bottles for Northern California wineries (letting the bottles perform an 'encore'). As we learned more about the needs of the vintners we serve, we expanded to import and distribute glass and expanded to offer services like custom printed boxes, decorated bottles, and custom molds. Millions of cases later, we are still led by the same family and the same values for our customers and our employees.

We are looking for a driven and self-motivated New Business Development Specialist who loves to make cold calls and generate new business! As a New Business Development Specialist you will work closely with our sales leader to prospect and develop new business and markets.

This position reports to our VP of Sales.

What You Will Be Doing/The Role:

- Research and prospect new customers in territories not covered by the current sales staff.
- Research and prospect new markets within the wine program.
- Conduct 50 cold call per week, follow-up and build relationships for future business with Encore.
- Provide weekly status reports to Sales Manager on progress made.
- Building trust with new clients by continuing to do what you have told them you would do and exceeding all expectations they may have had of you and your company.
- Provide samples and packaging information to customers to help them decide what overall package(s) they will use.

CULTURAL REQUIREMENTS:

- Focused on sales and increasing revenue.
- Passionate about our company and driven to do what it takes to ensure our customers needs are met above and beyond.
- Resourceful, figure it out and get-it-done mentality with a track record of accuracy and exceptional quality work.
- Committed, reliable and hard-working.

MINIMUM REQUIREMENTS:

- A minimum of 2-3 plus years of experience as a Customer Service Representative or Inside Sales Representative; preferably within the wine industry
- BS/BA required
- Self-motivated, able to work independently and extremely organized
- Sales-driven focus with a high desire to increase revenue with a proactive mind-set
- Exemplary customer service skills with a willingness to go above and beyond for our customer
- Excellent written and verbal communication skills.
- Intermediate MS Office Skills
- To be able to work after hours and on weekends when necessary.
- A sense of humor

Encore Glass is an equal opportunity employer. For more information, please visit our website at www.encoreglass.com

If you are interested in joining the Encore family, please reply to this ad and include your cover letter, resume and salary requirements.