

## Account Manager

**Encore Glass** is a distributor of wine bottles and provides exceptional service to our customers. We are looking for a hunter to grow existing accounts and close new accounts. You have industry experience in wine, spirits or beer or from a peripheral supplier.

This position is based out of a home office in Southern California and reports to our Vice President of Sales and Marketing.

### RESPONSIBILITIES:

- Grow existing and new business year over year by prospecting new business, growing existing business and closing sales.
- Thinking “outside the box” when issues arise and a solution needs to be found in order to make problems seamless to the customer. Finding ways to turn a ‘no’ into a ‘yes’
- Following up with clients on all new orders to make sure they were very satisfied with the end result, and taking appropriate action if they were not satisfied.
- Follow the established required procedures for obtaining information, pricing, availability, lead times, etc., to assure rapid and accurate responses.
- Acquire industry and market knowledge.

### 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 5-10 years of repeat industrial, relationship sales in the wine industry.
- Current outside sales as a wine bottle salesperson with a track record of success of increasing sales, prospecting and closing sales.
- Self-motivated and able to work independently.
- Excellent written and verbal communication skills.
- A valid CA driver’s license and be willing to drive over 3000 miles per month.
- Must always be presentable / professional in overall appearance when in the field/office
- To be able to work after hours and on weekends when necessary.
- Excellent computer skills
- A sense of humor

Encore Glass is an equal opportunity employer. For more information, please visit our website at [www.encoreglass.com](http://www.encoreglass.com)

If you are interested in joining the Encore family, please reply to this ad at [careers@encoreglass.com](mailto:careers@encoreglass.com) and include your cover letter, resume and salary requirements.