

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 Northern 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

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