

## Account Manager — Wine & Glass Packaging

### For Proven Producers Ready to Own and Grow a Territory Northern California | Home Office | High Autonomy | High Impact

You have built real relationships in the wine industry. You know packaging, bottles, or winery supply sales. You carry a quota. You hit it. You grow accounts. You don't wait — you pursue. You don't make excuses — you solve problems.

If you want more ownership, faster decisions, and a company that backs strong sellers — Encore Glass wants to talk with you.

### Why Top Sales Performers Choose Encore Glass

Encore Glass has served the Northern California wine industry for over 50 years. We are a family-led, market-trusted glass and packaging partner providing imported glass, decorated bottles, custom boxes, and custom molds. We are known for responsiveness, flexibility, and getting deals done. We are not bureaucratic. We are not slow. We empower sellers to sell.

Our Sales Account Managers have real authority, direct access to leadership, and the ability to move opportunities forward without red tape.

### This Role Is Built for a Growth Hunter

You will be expected to:

- Aggressively grow revenue across your territory
- Take share from competitors
- Expand wallet share within existing accounts
- Prospect and convert new winery and packaging customers
- Own the full sales cycle from first contact through close
- Push deals forward and remove roadblocks
- Turn customer problems into revenue opportunities
- Build deep, sticky customer relationships
- Operate with urgency and accountability
- Know your numbers and outperform your targets

This is not a maintenance account role.

This is a **build-and-grow** role.

### We're Looking for Proof — Not Potential

#### Minimum qualifications:

- 5–10+ years of outside B2B sales success
- Direct experience selling into the **wine industry**
- Glass, packaging, or related product sales strongly preferred
- Current or recent competitor-industry experience is highly valued
- Demonstrated track record of:
  - Territory growth
  - New account wins
  - Account expansion
  - Revenue increases
- Comfortable prospecting and closing — not just managing

- Strong negotiation and problem-solving skills
- Self-directed and disciplined in a home-office environment
- Excellent communication and follow-through
- Valid CA driver's license
- Willing to travel heavily (3,000+ miles/month)
- Available when customers need you — including occasional evenings/weekends

### **Culture Fit — Read This Carefully**

You will thrive here if you are:

- Competitive and results-driven
- Resourceful and solutions-focused
- Fast-moving and decisive
- Accountable for outcomes
- Professional and relationship-oriented
- Comfortable being measured on performance
- Known for getting things done
- Positive, resilient — and yes, a sense of humor helps

You will not enjoy this role if you need heavy structure, constant direction, or slow decision cycles.

### **What You Get**

- Strong industry reputation and customer base
- Leadership access and fast decisions
- High autonomy in territory management
- Support to win business — not red tape
- Competitive compensation tied to performance
- Long-term growth opportunity in a specialized market

### **How to Apply**

If you're a proven performer and ready for a bigger impact, send:

- Resume
- Brief cover note highlighting territory and revenue results
- Compensation requirements
- This position has a salary range of 80k – 125k

**[careers@encoreglass.com](mailto:careers@encoreglass.com)**

Encore Glass — Trusted by Wineries. Built for Performers.