



Deutch Family Wine & Spirits currently seeks a District Manager – Metro NY who possesses the below. The District Sales Manager will be responsible for assisting in the planning and implementation of all tactical sales activities as well as trade/customer marketing activities to enhance the growth and profitability of the Deutch Family Wine & Spirits brand portfolio in the Metro NY area.

Qualifications:

- Must have a college degree
- A beverage industry professional with a minimum of 3 years sales experience with a supplier or distributor; wine or spirits background would be ideal
- Experience selling to all channels of trade. Must have existing trade/account relationships
Proven ability in territory sales management including creative and fact-based selling
- Objective oriented, focused, self-motivated and aggressive individual who does well in an entrepreneurial environment
- A very “hands-on” individual able to work in an intense, fast-paced environment
- Strong interpersonal and leadership skills to direct the distributor sales forces and develop key, retail customer relationships
- Highly organized with excellent communication and presentation skills
- Proficient in MS Office suite

Responsibilities:

Distributor and sub-distributor Management:

- Assist in developing distributor depletion goals, profitability goals, and pricing for the markets
- Monitor and manage distributor’s performance versus budget
- Work with distributor management teams in order to maintain proper inventory levels
- Assist in developing and implementing distributor programs based on brand initiatives
- Prepare and conduct sales meetings and product presentations to educate and motivate distributor’s sales force
- Motivate and manage distributor sales force and executives through leadership; inspire confidence, gain respect as an effective company spokesperson

Key Account Management:

- Interface directly with key on and off premise accounts
- Oversee and direct brand development by identifying new account opportunities

Market Program Design and Execution:

- Oversee, monitor and evaluate program execution while controlling effective use of merchandising material
- Analyze quarterly order cycles and depletion reports to generate adequate and timely orders based on brand budget or trend with analyst
- Utilize distributor’s account sold data to achieve improved brand position

Administrative:

- Adhere to and effectively communicate company policy
- Perform administrative tasks as necessary in a timely manner



- Contribute to and participate in regional meetings with management and peers

If your background and experience meet these qualifications and you want to join a dynamic industry, please [click here to apply](#).

Initially called W.J. Deutch & Sons, Ltd., the company was founded in 1981 by Chairman Bill Deutch to market quality wines produced by prestigious families from major wine regions of the world. In 2009, it announced the expansion of the award-winning company to include a Spirits Portfolio. Today the company is renowned for its brand-building prowess and its ability to meet the needs of the modern consumer. Bill's son Peter Deutch is CEO; thus two generations of the Deutch family work side by side in their continuous quest to build strong brands and relationships throughout the wine and spirits industry.

The portfolio includes award-winning wines from Australia: [yellow tail], [yellow tail] Bubbles, Peter Lehmann; California: Eppa SupraFruta Sangria, Girard Winery, Joseph Carr, Josh Cellars, Josh Cellars Reserve, Kunde Family Estate, The Calling; France: Andre Lurton, Cave de Lugny, Fleurs de Prairie, Hob Nob Vineyards, Sauvion et Fils, Italy: Barone Fini, Villa Pozzi; New Zealand: The Crossings; Portugal: Quinta Do Vale Meao; Spain: Mar De Frades, Cruz de Alba, and Ramon Bilbao Vinos Y Vinedo; Argentina: Ruta 22, and award-winning spirits from LUKSUSOWA Vodka (Poland), VILLA MASSA® Limoncello (Italy), LICOR 43® (Spain) and REDEMPTION Whiskey (U.S.A.).

Deutch Family Wine & Spirits is an Equal Opportunity Employer.

Learn more about Deutch Family Wine & Spirits at www.deutschfamily.com.