



Deutsch Family Wine & Spirits currently seeks a Regional Chain Manager – Arizona/New Mexico who possesses the below.

Position is responsible for the execution of national company strategies and account management for off-premise regional chain accounts including Grocery, Drug, Mass and Club retailer. Collaborates with VP Regional Chains, Sr. Category Manager, DVP's and/or RM's and RCM's in driving alignment between retailer, company and local market priorities. Owns the account development process through the development and execution of the annual retailer business plan along with best practice sharing and execution of category management principles that drives profitable sales and market share growth.

Qualifications:

- Successful track record managing off premise regional chains
- Ability to effectively problem solve; to get at the root cause of issues and develop appropriate solutions
- Must possess solid knowledge of Category Management with strong analytical skills
- Solid computer skills, including PowerPoint, Excel, Word, etc.
- Strong negotiating skills
- Good organizational and time management skills
- Experience within 3 tier distribution system strongly preferred
- Hands-on approach to business. Very flexible and not reluctant to get involved in all aspects of the business – field based local activities and nationally driven events
- Strong interpersonal skills and the ability to effectively interface at all levels within the WJ Deutsch organization, accounts and distributor network
- Excellent written and verbal skills plus strong presentation skills
- College degree
- Willingness to travel 30- 50% of the time

Responsibilities:

- Deliver annual volume and profit plan for assigned chain accounts
- Deliver annual account business plan
- Beat the competition on key defined performance metrics
- Ensure distributor executes and achieves the retailer programming compliance targets co-developed by SA and local market
- Manage RCM Walking Funds budget along with any approved overlays to budget
- Manage and deliver depletion performance vs. plan
- Monitor Nielsen reports; understand performance drivers and create actionable insights
- Manage spending budgets to deliver profit plan
- Communicate and coordinate with DVP and local distributor team to ensure execution of programs
- Communicate and coordinate with TMM's on required marketing support
- Communicate and coordinate with Strategic Accounts National Directors and Category Development Team



- Submit depletion and spending LE's as required by VP
- Create annual account plans to include programming, innovation, distribution goals that achieve targets
- Collaborate with category development to ensure excellent account call preparation and delivery
- Attend quarterly retailer account calls focused on annual planning, innovation and distribution pitches, quarterly programming meetings
- Review Nielsen account results monthly including execution metrics and initiate corrective action as needed
- Lead, coordinate and participate in annual retailer Top to Tops or Mid-Mids with targeted chain account
- Participate in national company retail surveys during major holiday periods
- Establish monthly scorecards and metrics to monitor and measure execution performance
- Ensure improved execution of national chain programs in priority states with aligned goals and metrics; upsell cases on the floor
- Develop improved relationships with local market distributor team to influence and impact acct programming activity and execution
- Review chain depletion sales performance vs. plan at the end of each month with VP. Initiate corrective action as needed
- Monitor chain pricing to ensure compliance to targeted retails

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

Deutsch Family Wine & Spirits is a family owned business committed to cultivating an environment in alignment with the company's values, mission, and vision. Our professional staff plays an important role in the company's continued growth and success. We offer competitive compensation, excellent benefits, and opportunities for advancement in a collaborative environment.

Deutsch's wine and spirits are sold to the trade with well-planned marketing support and offered to U.S. consumers at fair market prices. Today the company is renowned for its brand building prowess and ability to identify and fill consumer niches within the wine and spirits category. They have built numerous category leaders including: the #1 selling brand in the US, the #1 imported brand in the US, the #1 Australian brand in the US, and the #1 French brand in the US. Bill's son Peter Deutsch is CEO; thus two generations of the Deutsch family work side by side in their continuous quest to build strong brands and relationships throughout the wine and spirits industry.

Deutsch Family Wine & Spirits is an Equal Opportunity Employer.

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