



As a Wine Account Manager at Legacy Brands, you will play a pivotal role in managing client relationships and driving sales growth within our diverse beverage portfolio. This position is essential to our mission of delivering high-quality products

while ensuring exceptional service to our customers.

Objective: Position is accountable for developing and maintaining relationships with designated accounts in the Fox Valley and surrounding areas.

Job Type: Full-time - Salary, plus commission

Work Schedule: Monday - Friday, 8am- 4:30pm. Hours can be subject to change as needs dictate

Prerequisites:

- Good Communication skills.
- Previous wine sales experience.
- Strong knowledge of the wine distribution business.
- Good human relations skills.
- Ability to follow-up on details.
- Strong team player.

Key Job Functions:

- Contact assigned accounts on a regular scheduled basis.
- Establish and maintain good customer relations to create the rapport with new and existing customers accounts.
- Knowledge of products, categories, competitive conditions and market trends to grow the business.

Skills/Abilities:

- Intermediate computer skills.
- Must be able to work well independently and in the context of team environment.
- Advanced verbal and written communications skills.
- Ability to aggressively influence and persuade in order to achieve desired outcomes.
- Advance organizational and time management skills.
- Must possess professional presentation skills.
- Must maintain professional behavior and appearance at all times.

Education & Experience:

- Bachelor's Degree in Business or Marketing preferred but not required.
- Experience of two (2) - three (3) years of industry experience required.
- Experience in distribution and a sales environment is a must.
- Must possess a valid driver's license and reliable transportation.
- If you are passionate about building relationships and driving sales in the wine industry, we invite you to apply for the Account Manager position at Legacy Brands today!