**Maverick Enterprise Inc.**

Key Account Manager Bar Top (Spirits accounts / Based on East Coast)

**Company Description:**

We are a Northern California based supplier to the food and beverage industry, part of a multinational group, the CREALIS GROUP, headquartered in Italy, with an average Sales turnover representing 400 million Euros. The Group recently acquired several companies specialized in Bar Tops for the spirits industry, SUPERCAP is the parent company manufacturing Bar tops in Italy, Portugal, and Mexico. This division is growing rapidly, and we are looking for the right Sales Leader to help us continue our expansion in North America.

**Job Title:** Key Account Manager **Bar Tops**, **USA & Canada**

**Compensation:**

Highly competitive compensation package, including base salary plus bonus plan and vehicle allowance. Full Benefits package (Medical, Vision, Dental, 401K with Match).

**Job Summary:** We operate in a very competitive market that requires constant relationship management. Our business model requires both considerable support of our current customers as well as continuous prospecting for new business. This position is a key member of the Sales and Marketing Team. You will work directly with the Director of Sales to build sales goals and target standard as well as strategic growth opportunities. You must be a team player who recognizes and supports the notion that multiple roles and positions together drive a profitable business.

**Responsibilities:**

* Develop and manage an annual sales budget to meet or exceed company goals.
* Work closely with the Global Sales Leadership Team to meet global organizational sales goals.
* Must be able to promote and sell products through quality, level of design, strategic value, and emotional value.
* Develop and implement pricing strategy to achieve US Region gross margin target. Strong emphasis on key customer accounts.
* Participate as a senior leader in key business meetings providing input to support growth and business development.
* Build and maintain distributor management processes that communicate goals and measure accountability. Manage the distributor network to grow sales through interaction with distributor senior leaders.
* Partner with Marketing to develop promotional programs that drive brand sales growth and ensure achievement of the plan.

**Sales activities and duties:**

Identify and document each potential account: who they currently buy **BARTOPS** & capsules from and their buying habits, volumes, types, sizes. Familiarized with customer processing details.

Learn/understand bottle type/size and determine BARTOPS & capsules size and fit.

Identify and call on key people involved in purchasing BARTPOS & Capsules to solicit new business.

Make appointments and/or cold call target accounts to introduce yourself and promote our company. Communicate what differentiates us from our competitors. Show product samples and review our product offerings, capabilities, and service level.

Manage existing accounts, establishing a strong relationship with key people. Familiarize with current and future customer requirements.

Develop and present quotes when opportunities arise. Work with CREALIS Group personnel, to set pricing for each individual account, find the right technical solution.

Process orders by communicating all details to customer service and production to ensure order is made correctly and delivered to the customer on time.

Act as liaison for internal and external communications with assigned accounts. Ensure a positive relationship with assigned accounts. Provide regular status reports on assigned accounts.

Collaborate with other functions to identify business development opportunities. Participate in cross functional groups to establish marketing campaigns, product direction and productive solutions.

Represent the company at beverage industry events, including trade shows.

**SUPERVISORY RESPONSIBILITIES**: could potentially have Direct reporting as company grow.

**Requirements:**

B.S. degree (Marketing/Business Management preferred) and 5 years of sales experience in the wine industry or equivalent work experience.

Experience spirit packaging or wine packaging.

Spirits making process knowledge.

Bottling line equipment understanding and knowledge preferred.

Able to travel as required in the USA, Canada, Mexico and to Europe. Proper identification document (passport) available for traveling abroad.

**Skills:**

The ideal candidate will possess the following skills:

Thrives in being part of a team environment.

Must be self-motivated and able to work independently on projects, as appropriate.

Greatly enjoys meeting and conversing with new people.

Demonstrated ability to close sales.

Must possess excellent verbal and written communication skills, as well as strong presentation skills.

Documented skills in building sales plans (building budgets, sales forecasts, etc.) Has a proven record of generating revenue, while ensuring profitability

Existing high-level contacts at major US spirits companies

Hands on experience with bottling line and related quality matters

Travel over 50% - primary work location: Mid-West - East Coast location

Computer literate in Microsoft Office (Word, Outlook, very good Excel knowledge and PowerPoint).

Proficiency in the use of ERP and Power BI

Experience in crafting marketing materials in multiple modalities highly desirable.

**PHYSICAL DEMANDS**: The chart below indicates how much of the employee’s day may require the indicated activity.

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| --- | --- |
|  | ‑ ‑ ‑ - - - - - - - - - - - - Fraction of the workday- - - - - - - - - - ‑ ‑ ‑ - - - - - - - - - - - - |
|  | **NONE** | **UP TO 1/3** | **1/3 TO 2/3** | **2/3 OR MORE** |
| STANDING |  | **X** |  |  |
| WALKING |  | **X** |  |  |
| SITTING |  |  |  | **X** |
| TALKING, HEARING |  |  |  | **X** |
| USING HANDS TO FINGER, HANDLE, FEEL OR WRITE |  |  |  | **X** |
| CLIMBING OR BALANCING | **X** |  |  |  |
| STOOPING,KNEELING, CROUCHING OR CRAWLING |  | **X** |  |  |
| REACHING WITH HANDS OR ARMS |  | **X** |  |  |
| TASTING OR SMELLING | **X** |  |  |  |
| SIGHT |  |  |  | **X** |

**LIFTING REQUIREMENTS:** The chart below indicates potential lifting requirements.

|  |  |
| --- | --- |
|  | ‑ ‑ ‑ - - - - - - - - - - - - - - - - - - Amount of Time ‑ - - - - - - ‑ ‑ - - - - - - - - - - - - - - - - - - |
|  | **NONE** | **UP TO 1/3** | **1/3 TO 2/3** | **2/3 OR MORE** |
| UP TO 10 POUNDS |  | **X** |  |  |
| UP TO 25 POUNDS |  | **X** |  |  |
| UP TO 50 POUNDS | **X** |  |  |  |

**WORK ENVIRONMENT:** The chart below indicates potential exposures.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **NONE** | **LOW** | **MEDIUM** | **HIGH** |
| WET, HUMID CONDITIONS(NON-WEATHER) | **X** |  |  |  |
| WORKING NEAR MOVING MECHANICAL PARTS |  |  | **X** |  |
| WORKING IN HIGH, PRECARIOUS PLACES | **X** |  |  |  |
| FUMES OR AIRBORN PARTICLES |  | **X** |  |  |
| TOXIC OR CAUSTIC CHEMICALS |  | **X** |  |  |
| USE OF HAND TOOLS |  | **X** |  |  |
| EXTREME COLD(NON-WEATHER) | **X** |  |  |  |
| EXTREME HEAT (NON-WEATHER) | **X** |  |  |  |
| RISK OF ELECTRIC SHOCK |  | **X** |  |  |
| WORKING WITH EXPLOSIVES | **X** |  |  |  |
| RISK OF RADIATION | **X** |  |  |  |
| VIBRATION | **X** |  |  |  |
| NEEDLE STICKS/BLOODBOURNE PATHOGENS | **X** |  |  |  |

**VISION REQUIREMENTS**: Must be able to pass a California DMV eye examination.

**TYPICAL NOISE LEVEL:** Typical Office &/or Light Industrial