

LIBERTY WINES

Experienced Salesperson, Premium Off-trade, London

An opportunity has arisen for a wine-passionate, ambitious individual with a determination to succeed and a proven track record of success to help strengthen our London sales team and drive our success further.

The Role:

The successful candidate will be responsible for a variety of accounts in the off-trade including, but not limited to, fine wine merchants and luxury retail, with sales targets based on growing existing Liberty Wines accounts as well as developing new business.

Applicants for this role will need to demonstrate proven trade sales experience with a track record of identifying and winning new business, as well as growing and developing key accounts. Possessing a network of contacts, having detailed industry knowledge and the ability to hit the ground running are essential.

Essential Skills and Experience:

- In-depth knowledge of the off-trade, especially the fine wine sector
- Ability to build strong working relationships with a wide range of customers
- Creation and management of fine wine offers and allocations
- Meeting/exceeding sales targets as well as managing expenses to budget
- Working within a team and meeting deadlines
- Self-motivated with a positive outlook and excellent communication skills
- Good wine knowledge, ideally to WSET Diploma level
- Languages are not essential but would be an advantage

Salary and Benefits:

Competitive salary plus commission is dependent on experience, along with the following:

- Personal bonus of up to 5% of salary based on performance against key objectives
- Participation in discretionary Company bonus
- 25 days holiday
- Private medical insurance
- Stakeholder pension scheme
- Travel insurance
- Discounted wine

This is an exciting chance to work with one of the most interesting, quality led wine portfolios in the UK, the list ranging from internationally recognised producers to small regional specialists from all over the world. We are proud of this portfolio and relish putting these wines on the wine lists of the best restaurants, bars and wine merchants across the country.

We have built our success by being stubbornly quality focused and delivering excellent customer service. We are looking for someone new to help us continue in this aim.

Located in Clapham North, south west London and Investors in People accredited, Liberty Wines is an award-winning company that offers excellent opportunities for training and development alongside a great working environment.

Please apply with covering letter, CV and salary expectations to: sales.jobs@libertywines.co.uk

