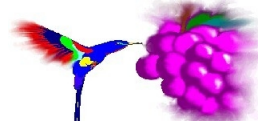


# ALLIANCE WINES & SPIRITS

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[alliancewinescorp@gmail.com](mailto:alliancewinescorp@gmail.com)

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## Fine Wine & Spirits Sales Specialist Consultant

**Territories Available: RDU.**

Alliance Wines & Spirits was founded in March of 1988. Alliance is one of the oldest Independent Importer and Wholesaler, still wholly-owned, -operated and -headquartered in North Carolina operations.

Alliance has a long established reputation for its quality wines and spirits, quality people and quality service. Our wines and spirits are traditionally crafted, premium and ultra-premium-level, while truly reflecting the character and qualities of their respective regions of origin.

Our primary market channel is on-premise, and off-premise independent (non-chain/non-franchise) fine dining establishments, whom day in and day out focus on the quality of their chosen craft.

We are currently accepting applications for a Fine Wine & Spirits Sales Specialist Consultant (W-9/1099-MISC) for the RDU market to develop and manage a territory with substantial growth potential.

### **Responsibilities:**

- Effectively prospect, network and develop new clients.
- Develop effective sales presentations.
- Nurture current clients and build rapport with new clients.
- Learn/understand sales trends/business practices of clients.
- Develop and execute productive itineraries.
- Work flexible hours to provide sales support via staff training/wine events.
- Maintain accurate market data gathering and timely reporting.
- Attend and contribute to sales team meetings.
- Enter orders timely and accurately.

### **Successful candidate's attributes:**

- Inherent confidence in presentation, and account management roles.
- Effective communication skills.
- Excellent disciplined and organizational skills.
- A competitive drive to succeed.
- Client service- and team-oriented.
- Attention to detail.
- Leadership and management skills.
- Team support skills.
- Able to work independently.
- Excellent follow-up skills.
- Capable of developing comprehensive wine knowledge.
- Capable of communicating and sharing wine knowledge.
- Excellent public speaking and presentation skills.
- Develop wine evaluation skills.
- At least 2 years in the on- and off-premise hospitality industry.
- Associates, or Bachelors degree.
- A passion for wine and cooking.
- Proficiency with MS Excel/Word/Publisher/Powerpoint, e-mail.
- Must currently reside in Wake, Durham, or Orange Counties, and for at least 1 year.
- Must be at least 21 years old.
- No felony convictions in the last 3 years, per NCABCC requirements for permittees.

**Additional considerations of a candidate:**

- At least 2 years of sales and/or marketing experience within the wine industry.
- Familiarity with the RDU wine market.
- Wine education certifications.
- Wine Industry References.

Candidates must possess a dependable vehicle, valid driver's license, proof of state registration and insurance, and wireless phone.

Compensation above market average: Salary + Commission on Sold + Performance Bonuses. Company vehicle provided after 3 months of employment and a proven safe driving record.

This position involves physical activities including but not limited to lifting, reaching, twisting, stooping, crouching, bending, kneeling, squatting, pushing, pulling, stacking, carrying objects, loading, unloading, driving.

**What we offer:**

- A stable working environment.
- A portfolio that offers some of the best hand-crafted, and unique wines and liquors in the market.
- Company vehicle after 3 months with proven safe driving record.

Pursuant to NCABCC requirements to obtain a sales representative permit applicants must be at least 21 years old, and have no felony convictions within the last 3 years.

Please submit Cover Letter and Resume to:  
alliancewinescorp at gmail dot com.

**Title your email: NC Wine Sales.**

