



Chain Account Director
Elite Brands of Colorado

Location: Denver

Industry: Wine, Spirit & Beer Sales

Company Description:

Elite Brands of Colorado is a dynamic, goal oriented, Colorado owned and operated wholesale distributor of Fine Beverages and is looking for a Chain Account Director. We employ more than 30 regional sales representatives throughout the state of Colorado and service on-premise and off-premise retail accounts.

Job Description:

We are looking for a high-energy, *proven*, self-motivated, and goal orientated professional to directly supervise four to six employees in the sales department and carry out supervisory responsibilities in accordance with organization's policies and applicable laws. This individual will also be responsible for the relationships between Elite Brands of Colorado and our regional chain buyers. The candidate we seek is a team player, has experience with Excel, beverage sales (preferably in the alcoholic beverage industry), personnel management, wine, craft beer, spirits and possesses a desire to enthusiastically generate sales activity through team motivation.

Job Qualifications:

Three years sales experience and one year of personnel management is preferred; experience in the wine and beer and grocery industry is an advantage. We would be willing to train someone with personnel management experience and proven beverage sales experience but wine, beer and spirit knowledge is a must. The ideal candidate should be motivated by working independently in a regional sales situation, in the fast-changing beverage industry, and in the dynamic atmosphere of Elite Brands. This member of our team should also have high-quality organizational skills, values consistent with our mission, ability to establish relationships with customers, suppliers, and employees, and desire to actively pursue new business in a chain atmosphere. Familiarity with local marketplace, companies and community in the region assigned is preferred.

Position requires guidance and direction to sales personnel to assist them in their personal development, customer visits with sales representatives, implementation of sales goals within management guidelines, upholding Elite's stringent customer service standards, networking with referral sources, presentation of a positive image for our company, Excel usage and extensive public contact. Applicant must be willing to work some evenings and weekends. Position also requires a reliable automobile, mobile communication (cell phone), basic Computer Skills (working knowledge of Outlook, Word and Excel,) and the ability to lift 35 lbs. Position is full-time (40 hours/week).

Compensation: TBT/Base to Start; Expense account; Car and Phone Allowance; Full Benefits – Health, Vision and Dental; Matched 401k; Profit Sharing program

Application Deadline: open until filled

How to Apply: If you meet all job qualifications and would like to apply for this position, please email a short cover letter mentioning your qualifications and your resume

Website: www.elite-brands.com