



Sales Representative – Beer, Wine & Spirits
Elite Brands of Colorado
Location: Aspen
Industry: Wine, Beer and Spirits Distribution

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 sales representative in the Aspen area. We employ more than 27 regional sales representatives throughout the state of Colorado and service on-premise and off-premise retail accounts. Elite Brands represents some of the finest wine, beer and spirit suppliers in the world. Please review our website www.elite-brands.com for a complete list of our suppliers.

Job Description:

We are looking for a high-energy, *proven*, self-motivated, and goal orientated sales professional to present our portfolio of fine wine, small batch spirits and craft beer to established on premise accounts. The salesperson we seek is a team player, has experience in beverage sales (preferably in the alcoholic beverage industry), and possesses a desire to enthusiastically generate sales activity and close sales.

Job Qualifications:

Two years sales experience is preferred; experience in the wine and beer industry is an advantage. Candidates must live within the territory. We would be willing to train someone with proven beverage sales experience, but wine 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 and suppliers, and desire to actively pursue new business in on-premise and off-premise accounts. Familiarity with local marketplace, companies and community in the region assigned is preferred

Position requires sales presentations, phone follow-up, networking with referral sources, presentation of a positive image for our company, and extensive public contact. Evening and weekend work is expected. 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: TBD / Base to start; moving to base + commission + bonus; Car and Phone Allowance; Full Benefits – Health, Vision and Dental; Matched 401k; Profit Sharing.

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 to Christina Quattrone at cquattrone@elite-brands.com.

Website: www.elite-brands.com