

Marble Distilling Company

Territory Manager

Marble Distilling Company is an award winning, sustainably minded, growing craft distillery with a unique spirit line. MDC is seeking a competitive, confident and self-motivated individual to join our Sales Team. The ideal candidate should have great communication skills, possess excellent organizational skills, have the ability to work independently and build strong relationships with on & off premise accounts and, most importantly, our distributor representatives.

We are looking for an ambitious and self-motivated salesperson with a knowledge of spirits and a passion for true craft/authenticity. Also, being creative in developing business relationships with restaurants/retail shops and independent accounts is a plus.

The goal is to expand our brand in the market by maintaining existing on and off premise customers, increasing product placements - opening new accounts, especially accounts focused on the growing craft segment/market.

Local alcohol distribution sales experience preferred and a network of existing relationships are preferred, but not required. Your Key Job Objectives are primarily to open new accounts, maintain and grow existing accounts and revenue, promote and conduct tastings, staff events and to educate MDC clients and public on our spirits.

Minimum Qualifications:

- Knowledge of spirits, and desire to expand craft spirit education
- Two years sales experience (preferably in above mentioned area)
- Must have a service oriented attitude
- Self-motivated and able to work independently
- Excellent communication skills
- Computer literate
- Valid Driver's license
- Ability to lift **50 lbs**
- Work closely w/ownership and team to maintain a high standard of service for clients

- Most importantly: A positive and enthusiastic personality

Must have a car and clean driving record. Background check required.