



# Experienced wholesale salesperson in New York

Canopy is a New York-based importer and distributor. We import and distribute fine wine from South Africa, France, and Spain. Founded and managed by wine producers, we strive to source wines that exhibit elegance, drinkability, and respect for terroir. We provide comprehensive service for discerning retailers, restaurateurs, and hoteliers in New York, New Jersey, Connecticut, and California.

We are looking for an experienced salesperson to join our team of salespeople and serve customers in greater New York City.

This is the perfect job for someone who has cultivated meaningful relationships with wholesaler buyers, retailers, and restaurateurs through their career and is eager to put these relationships to work in a fulfilling new context. You will be responsible for presenting our portfolio of wines to potential customers. You will follow-up with sales leads to solicit orders and serve existing customers. There is significant advancement opportunity as the company grows. We are a small business and require everyone to commit to help make the company a success. You will need to:

- Schedule appointments and introduce our wines to potential customers
- Travel extensively across greater New York City
- Be persistent without being pushy
- Solicit orders and ensure that customers keep our wines in stock
- Keep diligent records of sales leads and customer activity
- Conduct wine tastings and other marketing activities to generate awareness
- Identify and organize partnerships, sponsorships and other marketing opportunities
- Analyze sales trends and customer preferences

## Schedule and salary

This is a full-time position, and you will be expected to work a full day each work day. You will work remotely, and most of your day will be spent travelling to and from customers. Compensation consists of a base salary and a commission on sales.

## Important instruction for applying

Applications should be sent to [jobs@canopywines.com](mailto:jobs@canopywines.com): please use "Experienced New York sales" as the subject line and include a copy of your résumé/CV. We will contact you should you be selected for an interview.