



Sales manager for boutique wine distributor

Full-time

Location: New York, NY with travel in New York, New Jersey, and Connecticut

Compensation: A combination of salary plus commission. First year potential \$65,000+ and potentially \$100,000 by year 3+.

You are a top-performing sales professional who wants autonomy and a high income potential. You are passionate about wine and about the wines of South Africa. You prefer to be in the field, networking, finding business, nurturing relationships, and making success happen. You want a sales position that rewards hard work, based on one's own efforts. You want to be paid on new business, as well as for retaining and growing sales with existing clients.

Canopy is a small and growing New York-based importer/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.

Your objective at Canopy will be to grow your own sales while managing a small and growing sales organization. You will help our salespeople succeed by providing them with guidance, training, objectives, and coaching. You will also have your own sales. You will present our portfolio of wines, follow-up, solicit orders, and provide ongoing service to potential and 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:

- Set goals, develop action plans, and track progress towards your goals
- Be a team player committed to the company's vision and goals
- Schedule appointments and introduce our wines to potential customers
- 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
- Identify and organize partnerships, sponsorships and other marketing opportunities
- Travel extensively across greater New York City, with occasional travel to New Jersey and Connecticut
- Use technology extensively
- Have excellent written and verbal communication skills
- Work well without close supervision



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. First year potential \$65,000+ and potentially \$100,000 by year 3+.

Important instruction for applying:

Applications should be sent to jobs@canopywines.com.

- Please use "Sales manager" as the subject line
- Include a copy of your résumé/CV
- Include a cover letter that addresses (1.) why you want the job, (2.) why you are the best person for the job, (3.) what you bring that no one else does, and (4.) what contributions you can make to help with the growth and success of the company.

We will contact you should you be selected for an interview.