

We're Hiring!

Spiritfruit Vodka soda is hiring an experienced beverage sales professionals in MA (all territories). Do you have sales experience and are interested in joining a local, female-led, fast growing, early stage beverage company? Want to help us build a great culture and have a real voice?

Position Description - Account Manager

Our Account Managers are responsible for driving sales growth by opening new accounts, winning new placements, and increasing brand awareness through consistent account and distributor supporting activities. The person in this role should be self-motivated, energetic, cooperative, proactive, and driven to win every day. This is not an office role, the majority of your time will be spent in the market supporting your accounts.

Job Responsibilities and Activities

- Drive sales and get orders, that's the #1 goal every day!
- Represent our brand with authentic communication and collaboration in every interaction
- Support your accounts through frequent visits, staff trainings, tasting events & merchandising
- Support distribution reps by monitoring inventory, taking orders & timely communications
- Flexibility to support sales efforts at nights & weekends required
- Plan and execute account level promotions and events to build brand awareness and create sampling opportunities
- Weekly communication of successes, challenges, and potential opportunities to supervisor
- Perform other duties as assigned

Job Requirements:

- Minimum 2+ years sales experience in the alcohol industry
- Direct experience in a beverage supplier, retailer, or wholesaler role
- Self-motivated and able to work independently and take initiative
- Exceptional interpersonal, communication, and presentation skills
- Enthusiastic about working for an early-stage company
- Utilize sales tools (VIP) to track sales and identify opportunities

Compensation

Competitive compensation package based on experience
Expense and mileage reimbursement

Let's talk! info@spiritfruitbeverages.com