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## **Job Posting**

### **Position: District Sales Manager**

#### **Responsibilities:**

- The District Manager is responsible for managing, directing, and development of Her/His sales team members. He/She is responsible for their performance, execution and the continued overall development.
- Provide accountability of sales representatives regarding consistent motivation, market execution, and follow-up.
- To provide timely and quality feedback by performing evaluations and bi-annual performance appraisal of each of his/her direct reports.
- Actively participate in the development and implementation of store resets, being proactive to work with store personnel and division personnel to have Crown Distributing's portfolio represented in the sets.
- To develop, grow and maximize case sales, and drive display activity both on and off premise.
  - Work with Sales Director to develop monthly goals and objectives for the Sales Representatives.
  - Must know accounts and have a close personal relationship with key stores.
- Ensure execution and focus on use of appropriate P.O.S., display, shelf space, pricing, and distribution opportunities.

#### **Qualifications:**

- Minimum 7 years' experience in Sales.
- Proficient with Microsoft Office and creating RAS sales data reports.
- Passionate and knowledgeable of Beer Industry.
- Ability to forge strong relationships.
- Leadership skills to motivate and develop staff and to ensure accomplishment of goals.
- Written communication skills to be concise, well organized, complete, and clear.
- Ability to multi-task and work in fast-paced environment.
- Outgoing personality, customer service oriented, team player.

Please send Resume and contact info to

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