



T R I A L T O

*Wines of People, Place and Time™*

## **Sales Representative – Vancouver & Mainland South / East, BC**

Trialto Wine Group Ltd. is seeking a driven, professional, and passionate Sales Representative for Vancouver and our BC lower mainland South / East market (territory includes: Vancouver, Richmond, Delta, Surrey, Burnaby, Coquitlam & the Fraser Valley.) Trialto Wine Group is a dynamic and growing company with a focus on wines of 'People, Place, and Time'. We represent some of the best family wine businesses from around the world, and work to ensure they are placed effectively in our market. The focus will be on building relationships with customers to develop a strong Trialto representation, appropriate product placement, and to implement effective sales tools. Integrity, drive, and passion are an essential part of a Trialto team member.

### **Job Summary:**

As a Sales Representative at Trialto you work closely with the provincial sales team and the BC Sales Manager to execute and achieve sales and marketing initiatives. This role will have a primary focus on servicing BC Liquor Stores, as well as private retail and on-premise accounts.

This position is responsible for selling Trialto Wine Group wines and services, executing marketing and merchandising programs, maintaining and developing Trialto's network of relationships and achieving sales targets as outlined by the BC Sales Manager. Sales targets will be met through effective management of designated territories with regular visits and utilization of the sales and marketing tools available. This position is also responsible for developing ongoing profitable relationships with customers and continually maintaining a professional image of the company.

### **Job Requirements:**

- Minimum 1-year experience in a sales capacity working with consumer goods
- Intermediate to advanced wine knowledge gained from formal education or experience equivalent
- Prior knowledge or experience working with BCLS, private retail (LRS) & on-premise (restaurants)
- Valid driver's license
- A strong drive to achieve results
- Excellent verbal and written communication skills
- Diligent, organized, and good time management skills
- Strong ability to build and maintain relationships
- Strong customer service and teamwork focus
- Proficient user of Microsoft Office, and familiarity with Apple products
- A strong passion for wine

### **Total Compensation:**

Trialto offers market competitive base salary; we also pride ourselves in offering an extensive list of employee benefits including extended health care coverage, a health spending account and RRSP matching.

**Send resume and cover letter to Human Resources: [greatcareers@trialto.com](mailto:greatcareers@trialto.com)**

**Application deadline: July 20<sup>th</sup>, 2018**

*Only candidates selected for interviews will be contacted.*