



Deutsch Family Wine & Spirits currently seeks a Regional Manager – Louisiana/Arkansas Wine & Spirits, who possesses the below.

The Regional Manager will be responsible for the planning and implementation of all tactical sales activities as well as trade/customer marketing activities to enhance the growth and profitability of the Deutsch Family Wine & Spirits’ brand portfolio in the market. This position reports to the Divisional Vice President, Central Wine & Spirits.

Qualifications:

- Bachelor’s Degree required
- A beverage executive with a minimum of 8 years of sales experience with a supplier in the wine industry. Beverage executives with wine industry experience who are currently working outside the industry will be considered.
- Experience selling to all channels of trade including PLCB and high profile on-premise customers
- Proven ability in territory sales management, including creative and fact-based selling
- Objective-oriented, focused and aggressive individual who needs little direction or supervision
- A good strategist who is also a very “hands-on”, “roll up their sleeves” executor
- Strong interpersonal and leadership skills to direct the distributor sales forces and develop key retail customer relationships
- Excellent communication and presentation skills
- Computer literate (Excel, Word and Power Point)
- Must be able to drive and lift/carry wine bag

Responsibilities:

- Manage direct report and others as organization develops
- Develop depletion goals, profitability goals and pricing for the market
- Monitor and manage distributor performance versus budget
- Work with distributor management in order to maintain proper inventory levels
- Develop and implement distributor programs based on brand initiatives.
- Conduct sales meetings and product presentations for distributor sales staff
- Motivate and manage distributor sales force and executives through leadership; inspire confidence and gain respect as an effective company spokesman.
- Interface directly with key on- and off-premise accounts
- Oversee and direct brand development by identifying new account opportunities
- Oversee, monitor and evaluate program execution while controlling effective use of merchandising material
- Utilize distributor account sold data to achieve improved brand position
- Work with the brand and business intelligence team to further enhance local brand opportunities

- Work hand-in-hand with strategic accounts team to develop brand strategies for the PLCB and emerging the grocery market
- Control travel and entertainment expenses
- Manage sales promotion budgets in accordance with company policy and brand/company objectives
- Analyze quarterly order cycles and depletion reports to generate adequate and timely orders based on brand budget or trend with analyst

If your background and experience meet these qualifications and you want to join a dynamic industry, please [click here to apply](#).

Initially called W.J. Deutsch & Sons, Ltd., the company was founded in 1981 by Chairman Bill Deutsch to market quality wines produced by prestigious families from major wine regions of the world. In 2009, it announced the expansion of the award-winning company to include a Spirits Portfolio. Today the company is renowned for its brand-building prowess and its ability to meet the needs of the modern consumer. Bill's son Peter Deutsch is CEO; thus two generations of the Deutsch family work side by side in their continuous quest to build strong brands and relationships throughout the wine and spirits industry.

The portfolio includes award-winning wines from Australia: [yellow tail], [yellow tail] Bubbles, Peter Lehmann; California: Eppa SupraFruta Sangria, Girard Winery, Joseph Carr, Josh Cellars, Josh Cellars Reserve, Kunde Family Estate, The Calling; France: Andre Lurton, Cave de Lugny, Fleurs de Prairie, Hob Nob Vineyards, Sauvion et Fils, Italy: Barone Fini, Villa Pozzi; New Zealand: The Crossings; Portugal: Quinta Do Vale Meao; Spain: Mar De Frades, Cruz de Alba, and Ramon Bilbao Vinos Y Vinedo; Argentina: Ruta 22, and award-winning spirits from LUKSUSOWA Vodka (Poland), VILLA MASSA® Limoncello (Italy), LICOR 43® (Spain) and REDEMPTION Whiskey (U.S.A.).

Deutsch Family Wine & Spirits is an Equal Opportunity Employer.

Learn more about Deutsch Family Wine & Spirits at www.deutschfamily.com.