



Bishop's Cellar is one of Atlantic Canada's leading specialty wine and spirits companies. Bishop's Cellar is a private alcohol retailer and wholesale operation providing top-notch product and service to Nova Scotians since 2003. A proud member of the Halifax business community, Bishop's Cellar is a leader in customer service, product innovation, and education – all while supporting our local wine, spirits and microbrewery industry.

Our team is growing! We are currently looking to fill the position of Licensee Sales Associate. Reporting to the VP of Licensee Sales, this position is the perfect opportunity for a driven and enthusiastic professional to join Bishop's Cellar in a key role.

As the successful candidate, you have a keen interest in wine, beer and spirits. You are a motivated, organized professional with an extensive sales and customer service background. You are respected for your strong interpersonal skills as well as your ability to work both independently and as part of an ever-growing, entrepreneurial team. You thrive in a fast paced, customer-focused environment and have a keen desire to succeed.

Key Areas of Responsibility will include:

- Effectively develop and maintain key accounts, along with targeted customer lists.
- Actively seek out new customers and cultivate relationships through networking and business development opportunities.
- Growing existing customer accounts through product knowledge and forecasting, as well as understanding the competitive landscape and your customers' goals. Proactively identify and engage in opportunities to grow sales, add value to customers, and keep Bishop's Cellar top of mind.
- Service existing customer accounts by responding to inquiries, offering menu pairing advice, tasting notes, and product information on request. Provide staff training to customers on new and existing products.
- Travel throughout Nova Scotia to meet customers and conduct business.

Requirements:

- Minimum 3 Years Outbound Sales Experience.
- Demonstrated business-to-business sales results and relationship building.
- Advanced Wine / Spirits Certification (CAPS Certified, WSET 3 Certified or Equivalent)
- Flexibility. This position is based in Halifax with regular travel throughout Nova Scotia. Important work often happens during evenings and weekends.
- Must have a valid driver's license and access to a vehicle.



Base salary plus commission and benefits commensurate with experience.

Interested in this exciting opportunity? Please forward a detailed cover letter and resume which clearly demonstrates your passion for the wine & spirits industry to careers@bishopscellar.com by Friday, March 22, 2019.