



## JT WINES SALES MANAGER POSITION

July 2010

Do you have strong ties to the hospitality industry? Do you know key decision makers at hotels, restaurants, airlines and/or cruise lines? Do you have a passion for wine? Would you like to become a member of a dynamic team at a new company that will grow rapidly over the next few years? If so, becoming part of the JT Wines team may be just the right career opportunity for you!

JT Wines is a Napa Valley based wine company that specializes in highly customized, exclusive wine brands and blends for world renowned hospitality companies. We focus on providing high quality varietals, highly customized brands and specialized packaging that create stellar margins for our clients.

We are looking to contract with Sales Managers to join our dynamic team. As a JT Wines Sales Manager, you will be responsible for forming and maintaining relationships in key hospitality accounts within an assigned territory. You will have the opportunity to sell a truly unique and innovative product that is being launched in November throughout the United States. Develop and manage relationships with distributors in your assigned territory. Non-self starters and those not willing to be flexible and adaptive will not be successful here.

Sales Manager Positions are available in the following territories. Candidates must reside in the territory for which they apply. Other territories are filled, so please don't apply for states that are not listed.

Northwest: WA, OR, MT, ID, WY  
Southwest: NV, UT, AZ, NM, CO  
Northeast: NY, PA, NJ, CT, MA, RI, NH, MA, VT, ME  
Texas: TX  
Hawaii: HI

### QUALIFICATIONS:

- Two or more years wine industry experience required;
- An existing book of business and contacts from the industry required;
- Distributor experience preferred;
- Two year college degree or bachelor degree preferred;
- You must be a self-starter, highly motivated, LOVE WINE and possess the ability to manage time effectively to service your accounts and close sales. You must also be able to effectively communicate the JT Wines value proposition to prospective clients;
- Meet production targets;
- Computer literacy including competency in Word, Excel, Outlook, PowerPoint;
- Must possess a valid driver's license within your respective state, own a car and have a clean driving record with proof of insurance;

- Must be able to lift/carry 45-50 lbs.

FOR THE QUALIFIED CANDIDATE, WE OFFER:

- Extensive training on our portfolio;
- Approved travel reimbursement;
- Very competitive commission structure;
- Performance bonuses;
- Opportunities for advancement.

Please send your resume for consideration. No phone calls please, we will only contact qualified candidates for interviews. **THIS IS A COMMISSION-ONLY POSITION AT THIS TIME.**

This is an exciting and fun, but also very demanding position that requires a lot of passion and advanced interpersonal and problem solving skills. We are looking to enhance the wine industry by offering higher quality wines, unique brands and innovative packaging. Your creativity, energy and closing success will be greatly rewarded as the company continues to grow. You may visit our website, [www.jtwines.com](http://www.jtwines.com) for more information about our company.

Please confirm your interest by forwarding your cover letter and résumé to [careers@jtwines.com](mailto:careers@jtwines.com), Attention: Jennifer Schreiber