



PwC is a powerful network of over 328.000 people across 152 countries. All committed to deliver quality in Assurance, Tax, Advisory & Technology services. Are you looking for great opportunities to continue your career?

This is your chance to grasp the opportunity of a lifetime! For the purpose of our client, a large winery in the region, we are looking to recruit:

→ Sales Manager

Are you passionate about wine and eager to drive sales growth in a dynamic and exciting industry?

Job Description

We are seeking a highly experienced and results-driven Sales Manager to join our prestigious winery. As a Sales Manager, you will have the opportunity to lead a talented team and shape the sales strategy for our esteemed brand.

Overall, Purpose of the Role:

The sales manager is responsible for implementing an effective and efficient organization of sales through coordination and control of the work of the entire sales team. Its obligation is the achievement of constant growth of revenue by providing constant guidance and support throughout the sales team, according to the defined goals and plans of the company.

Tasks & Responsibilities

Sales Strategy and Leadership:

- Develop and execute a comprehensive sales strategy to achieve revenue targets and drive market share growth.
- Lead, mentor, and inspire a team of sales professionals, fostering a culture of excellence and teamwork.
- Set clear sales targets and objectives, and continuously monitor and evaluate performance against these goals.
- Collaborate with other departments, such as marketing and production, to align sales strategies with overall business objectives.

- Must maintain and update the system documentation according to the requirements of ISO 9001;
- Must take care of environmental protection in terms of management of waste materials, according to the requirements of ISO 14001 and product safety.

Key Account Management:

- Cultivate and maintain relationships with key accounts, distributors, and partners, ensuring exceptional customer satisfaction and retention.
- Identify opportunities for new business partnerships and develop strategies to expand our distribution network.
- Negotiate and finalize sales agreements and contracts with customers and distribution channels.

Sales Analysis and Reporting:

- Analyze market trends, consumer preferences, and competitor activities to identify new opportunities and stay ahead of industry developments.
- Regularly review sales performance data and prepare comprehensive reports for senior management, highlighting key metrics, achievements, and areas for improvement.
- Utilize data-driven insights to make informed decisions and recommend adjustments to sales strategies as needed.

Team Development:

- Recruit, train, and develop a high-performing sales team, ensuring their continuous growth and skill enhancement.
- Provide ongoing coaching, guidance, and feedback to team members, fostering a positive and motivating work environment.
- Conduct regular performance evaluations, set individual goals, and implement strategies to maximize sales team productivity.

Requirements

- Bachelor's degree in Business Administration, Marketing, or a related field.
- At least 5 years experience as a sales manager, preferably in the wine or alcoholic and non-alcoholic beverage industry.
- Strong knowledge of the wine market, industry trends, and consumer preferences.
- Demonstrated success in developing and executing effective sales strategies that have driven revenue growth.

Skills

- Exceptional leadership and team management skills, with the ability to inspire and motivate a diverse sales team.
- Excellent communication, negotiation, and presentation skills.
- Strong analytical abilities, with proficiency in sales data analysis and reporting.

- Ability to travel domestically and internationally as required.

Join our clients' prestigious winery and play a crucial role in shaping their brand's image and market presence. You will be offered a competitive salary, comprehensive benefits package, and the opportunity to work with an exceptional team in a beautiful winery setting.

To apply, please submit your resume and any relevant supporting documents to mk_hrm@pwc.com. We look forward to hearing from you and exploring how your expertise can contribute to a continued success.

Application deadline is **24.07.2023**.

Work/Job location - flexible.

Note: By submitting your email address, you acknowledge that you have read the [Privacy Statement](#) and that you consent to our processing data in accordance with the Privacy Statement. If you change your mind at any time about wishing to receive the information from us, you can send us an email message - mk_privacy@pwc.com.