



## **Key Account Representative – New York**

**Who we are:** Established in Raleigh, NC in 2018, Next Century Spirits blends traditional techniques and unique finishing technologies to create enhanced distilled spirits. Our patented post distillation filtering and finishing technology creates a tool for the traditional distiller to expand their repertoire of achievable flavors and aromas while improving quality, maintaining consistency, and reducing supply chain issues. This technology allows for tight control over the entire production process, resulting in the ability to create bold and unique flavor customization options for brands to choose from to expand product portfolios and fulfill market needs. As we have matured so to have our aspirations of developing our own portfolio of brands.

**Primary Duty:** To grow our top line sales, increase points of distribution, and activate our portfolio for success in New York. Brands include Nue Vodka, Blue Chair Bay, Bear Fight American Single Malt/Kentucky Reserve Bourbon, Caddy Clubhouse Cocktails, Calamity Gin, Henderson Whiskey, The Other 49, Numbskull Mint Chocolate Whiskey and Creek Water Whiskey.

**Reports:** Regional Sales Manager

### **Responsibilities:**

- Develop and maintain strategic partnerships with key distributors and retail partners in the area.
- Assume a leadership role in implementing key company initiatives with distributors, retailers, and partners within the area.
- Assist Regional Sales Manager, VP of Sales and Key Account team in implementing companies' objectives, policies, and procedures with distributor partners.
- Ensure that brand identities, target customers, and liquid quality are clearly understood by distributors and retailers.
- Use data systems to identify opportunities for new or expanded distribution, lost sales, incremental volume increases, and other business insights.
- Ensure proper use of available point of sale items throughout territory  
Assist leadership group in communicating sales data and market relevant insights with distributor partners.
- Position will require time at retail or "on the street" selling our portfolio. Assume 75% of time calling on accounts.
- Sell in and conduct training programs with retailers, restaurateurs, and consumers on all aspects of Next Century Spirits products. This can vary from 2-4 trainings/tastings/samplings per week.
- Review and understand all legal restrictions regarding our product in each market and ensure all initiatives are executed within those limitations.
- Ability and willingness to maintain flexible work schedules, as weekend and extended workdays happen.

### **This Job Might Be for You If:**

- You enjoy building brands from the ground up through hustle, collaboration, creativity and autonomy.

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- Have an entrepreneurial spirit and explore ways to get to a “yes” vs defaulting to a “no”.
- You think on your feet. You like learning new things, and you can learn quickly. When things change, you know how to roll with the punches.
- You are motivated and driven. You volunteer for new challenges without waiting to be asked. You’re going to take ownership of the time you spend with us and truly make a difference.
- You want to work in a fast paced, entrepreneurial environment where you can make an impact immediately.
- You have a positive attitude – every day is a new day to win.
- You want to work in an industry that is a ton of fun . . . with people who are a ton of fun.

**Minimum Qualifications:**

- A thorough understanding of the three tier system
- Previous experience with a spirits distributor or supplier
- Excellent communication and analytical problem-solving skills
- Professional experience using MS Office applications: Excel, Word, PowerPoint.
- Ability to work in high pressure environment, often under tight deadlines.
- Be a strong team player; have experience in bringing teams/individuals together to deliver projects; strong thought and executional leadership.
- Must live in the focus market.
- Must have a valid Driver’s License and be able to drive/travel through the designated market area.

**Request:**

- Full-Time Employment
- Location: Metro New York

**Compensation:**

- Competitive base salary based on experience
- An annual bonus available based on individual and company performance.
- Monthly Car Allowance
- Benefits: Medical, Dental, Vision, 401(k) matching

Please send your resume and cover letter to Suzanne Brown, Human Resources Manager, at [sbrown@nextcenturyspirits.com](mailto:sbrown@nextcenturyspirits.com).



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