



## **State Manager – MA/RI**

**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 topline sales, manage NCS’s distributors, forecast the NCS portfolio for rapid success in the Massachusetts and Rhode Island. Establish key and target accounts to ensure portfolio distribution and volume ambitions are being achieved.

**Reports:** Northeast Sr. Region Manager

**About the job:** As the State Manager for Next Century Spirits, you will play a vital role in shaping and executing strategic initiatives that maximize returns and deliver exceptional value in partnership with our key distributors. This position offers a unique opportunity for you to showcase your influence and visibility, working closely with distributors to strategize and implement impactful market activities while identifying exciting opportunities in the marketplace.

### **Responsibilities:**

- Lead the development and execution of monthly and annual strategic business plans to drive volume growth and broaden distribution channels.
- Leverage Key Performance Indicators (KPIs) and brand performance reports to maintain high execution standards and assess market performance.
- Collect and analyze data on consumer trends and competitive activities to pinpoint emerging market opportunities.
- Oversee market budgets and spending, optimizing resource allocation to meet and exceed brand contribution targets.
- Act as a strategic partner to distributor executives, providing insights that align with their goals while propelling NCS’s business objectives forward.
- Collaborate with distributors to influence key decisions, serving as the go-to data management and process optimization expert.
- Utilize advanced data insight tools to ensure outstanding execution and craft compelling narratives around market opportunities that enhance collaboration between distributor and retailer organizations.

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

- You enjoy building brands from the ground up through hustle, collaboration, creativity and autonomy.
- Have an entrepreneurial spirit and explore ways to get to a “yes” vs defaulting to a “no”.
- You enjoy solving problems. You love taking on difficult challenges and finding creative solutions. You don’t get flustered easily. If you don’t know the answer, you will dig to find it.

- 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:**

- 5+ years' experience in alcohol sales, spirits required.
- Proven experience in distributor or wholesaler management
- Familiarity with industry language, best practice, and ways of operating
- Strong knowledge of the three-tier system and how we can interact with distributors, customers and consumers to affect sales.
- Excellent communication and analytical problem-solving skills
- Professional experience using MS Office applications: Excel, Word, PowerPoint.
- Ability to motivate and inspire colleagues, and work in partnership with others to drive, implement and support change.
- Ability to work in high pressure environment, often under tight deadlines.
- Must have no alcohol related legal incidents and may be subject to a background check.

**Compensation:**

- Competitive base salary based on experience.
- An annual bonus is available based on individual and company performance.
- Monthly Mileage 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).