



## **B2B Sales & Business Development Manager**

**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.

**Reports:** Vice President of Research, Development & Quality

**Direct Reports:** None

**Schedule:** Salaried, remote

**Primary Duty:** The B2B Sales & Business Development Manager is responsible for growing B2B revenue through new customer acquisition and expansion of existing accounts. This role manages the sales process from prospecting through contract execution and serves as the primary commercial relationship for contract manufacturing customers. The ideal candidate is a results-driven salesperson who can build strong customer relationships, develop and close opportunities, and work cross-functionally to ensure customer commitments can be successfully executed.

### **Position Responsibilities:**

#### *Sales & Account Growth*

- Identify, develop, and close new bottled and bulk B2B customers.
- Build and manage a qualified sales pipeline to achieve revenue and margin targets.
- Lead customer discovery, proposals, pricing discussions, negotiations, and contract execution.
- Grow existing accounts by identifying new products, services, and volume opportunities.
- Develop strong customer relationships through regular communication, business reviews, and proactive account management.
- Maintain accurate sales forecasts, pipeline activity, and customer information.

#### *Customer & Commercial Management*

- Serve as the primary commercial point of contact for B2B customers.
- Understand customer requirements, forecasts, timelines, and business priorities.
- Manage customer expectations and resolve or escalate commercial issues.
- Partner with R&D, Operations, Quality, Supply Chain & Finance to transition new business into successful execution.
- Work closely with the Customer Experience Specialist, who supports day-to-day account administration including sales orders, inventory coordination, order status, and related customer needs.
- Ensure changes to customer requirements, forecasts, or scope are communicated and commercially evaluated.



#### *Private Label Business*

- Own the development and growth of the Private Label product portfolio, including retailer-exclusive products and programs.
- Partner with the National Accounts Team to identify new product and business opportunities within existing and prospective retail accounts.
- Develop product concepts, business cases, pricing, and proposals in partnership with National Accounts and cross-functional teams.
- Lead internal commercialization of new Private Label opportunities from concept through launch.
- Monitor Private Label revenue, margin, portfolio performance, and pipeline to identify opportunities for growth.

#### *Business Development*

- Identify new markets, customer segments, and opportunities aligned with company capabilities and growth objectives.
- Develop sales materials, outreach strategies, and processes to support B2B growth.
- Build industry relationships and generate new leads through networking, referrals, and other business development activities.
- Provide market and customer insights to help guide B2B strategy and capability development.

#### *Performance & Continuous Improvement*

- Track sales performance including revenue, margin, new business, pipeline, conversion, retention, and account growth.
- Provide regular updates on sales performance, opportunities, risks and forecasts.
- Identify opportunities to improve the sales and customer on-boarding process.

#### **Qualifications:**

- Be 21 years of age or older, and willing/able to taste alcoholic beverages.
- Bachelor's degree in Business, Marketing, or related field, or equivalent relevant experience.
- 5+ years of B2B sales, business development, or strategic account management experience.
- Demonstrated success developing new business, managing a sales pipeline, and growing customer accounts.
- Experience developing proposals, pricing, and commercial agreements and leading customer negotiations.
- Strong relationship-building, communication, presentation, and negotiation skills.
- Ability to manage multiple opportunities and priorities while working effectively across functions.
- Strong commercial judgment with an understanding of revenue, margin, forecasting, and customer profitability.
- Ability to travel, as needed, to support customers, industry events, and company operations.
- Experience in beverage alcohol, food & beverage, CPG, contract manufacturing, private label, or a related manufacturing environment, preferred.
- Experience selling complex products or services requiring coordination across product development, operations, supply chain, quality, and finance, preferred.
- Experience developing or managing retailer-exclusive or Private Label programs, preferred.



- Established industry relationships or experience developing business through industry networking and events, preferred.

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

- 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 pay attention to the details. As far as you're concerned, anything worth doing is worth doing right, every single time. You stay focused, and nothing falls through the cracks on your watch. But you are also willing to listen to feedback and take directions as needed.
- You are highly collaborative. You recognize that anything we create can always be done better when we do it together.
- 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 are a strong multi-tasker. You can handle, manage, and lead multiple projects at the same time.
- You thrive in a changing environment. You have the resilience and flexibility to adapt in a constantly changing and fast-moving organization.
- You have strong communication and presentation skills. You know that clarity of communication enables the team to move faster.
- You want to work in an industry that is a ton of fun . . . with people who are a ton of fun.