

VR1844 - US Export Manager (M/F)  
USA

Successful Montpellier-based company which has been selling a selection of the finest Languedoc wines worldwide for the past 30 years, is recruiting a USA Sales Manager.

**Responsabilités**

Reporting to the Director, you will be in charge of Northern American sales, and based on site. With great autonomy, you will create a network and manage a clientele of importers, wholesalers and retailers.

**Missions**

- With the Director, you will define a sales strategy and objectives.
- You will develop this new market with a strong field presence.
- You will be accountable for the whole sales cycle, from negotiation to payment.
- You will report on actions and results.
- You will monitor the evolution of demand, market trends and conduct competitive benchmarking.
- You will attend trade shows.

**Profil recherché**

Bachelor in Commerce or equivalent, you have a proven successful experience of minimum 4 years exporting wine to the USA and know the market well.

You have good knowledge of wine and tasting abilities.

Autonomy, organization, steadfast motivation and commercial implication, rigorous follow-up of the targets will be necessary for the success of this mission.

Fluent English mandatory! You either live or plan to live in the USA.

**Conditions d'embauche**

Permanent contract.

**Rémunération**

Fixed salary (negotiable depending on profile and experience) + commission.

**Date d'embauche**

ASAP.

*Send resume and cover letter with salary expectations under reference VR1844, online at [www.vineajobs.com](http://www.vineajobs.com) or by email at [contact@vineajobs.com](mailto:contact@vineajobs.com).*