



## FOLEY FAMILY WINES

Job Title:	<b>Director of National Accounts On Premise</b>
Department:	Sales
Reports to:	Vice President National Accounts, On Premise
Classification:	Exempt

### Company Overview

Foley Family Wines is committed to producing, marketing and distributing handmade, highly individualistic wines from some of the California's best vineyards. Each of our wineries is a distinct, autonomous entity with its own identity, style, vineyard sites, techniques, personnel, varietal mix and category segment. Every wine in our portfolio is unique and delicious. Foley Family Wines was established by Bill Foley in 1996 with the acquisition of Lincourt Vineyards in California's Santa Ynez Valley. Since then, Foley Family Wines has grown to become a major producer, marketer and distributor of highly acclaimed, handmade wines from some of the world's greatest vineyards.

Bill Foley is the majority owner of National Hockey League team, the Vegas Golden Knights (Las Vegas, NV). He also serves as Chairman of the Board of Directors for Fidelity National Inc. and Vice Chairman of Fidelity National Information Services. Both are Fortune 500 companies.

To Learn More About Foley Wines Properties and Brands: <http://www.foleyfoodandwinesociety.com>

### Job Summary

The Director of National Accounts On-Premise is responsible for growing the Foley Family Wines (FFW) portfolio in Strategic National and Regional On-Premise Chains located in the US. The Director of National Accounts On-Premise will lead the strategic development and implementation of account specific planning and programming.

We are currently seeking highly qualified candidates for a **Director of National Accounts On Premise, Southeast** (Orlando, FL) and **Director of National Accounts On Premise, Central** (Houston, TX) to join our team.

The successful candidate will manage all aspects of assigned accounts business including ideation, distribution, compliance and budget management of marketing and sales programs.

### Essential Duties and Responsibilities:

- Execute and achieve assigned objectives and desired results for depletions, compliance, Accounts Purchasing and PODS of Foley Family Wines portfolio
- Develop, present and execute RFP presentations for annual, promotional and holiday mandates/programs to assigned National and Regional On Premise chains
- Develop strong relationships with account Beverage Buyers, Marketing and Purchasing Teams at regional and headquarter level for assigned accounts
- Gain a comprehensive understanding of how each customer operates including marketing and guest strategies and execution tactics. The role will work directly with Beverage Buyers, Marketing and Purchasing Teams to develop account specific strategies to grow the wine category and FFW portfolio
- Analyze IRI/Nielsen/Target-VIP/Technomic/Datassential data to identify account specific opportunities for the wine category and FFW portfolio
- Collaborate with Distributor NAOP Managers to develop account specific programs and ensure execution of FFW programs and mandates
- Collaborate with FFW Division and Regional Managers to ensure program execution at account level

- Monitor unit level compliance to identify distribution opportunities with FFW Division and Region Managers to maximize FFW business
- Work collectively with FFW Marketing team to develop account and brand specific programs
- Work cohesively with 3<sup>rd</sup> party marketing companies to improve Foley's share of National & Regional Chain opportunities
- Monitor and report competitive activity and emerging trends within the market/accounts
- Communicate and sell company brand plans/objectives, sales and marketing programs.

**Education & Experience:**

- Degree in Business Management, Sales & Marketing or related field
- Minimum of 5 years sales experience in the Alcohol Beverage Industry or related Beverage Industry
- Minimum 2 years of proven success managing key National and Regional retail accounts at the HQ level
- Candidate should present a successful track record of developing and maintaining strong relationships with key account Buyers (HQ), key distributor management and Chain/Key Account Managers
- Candidate will demonstrate prior success of consistently exceeding sales goals in previous positions

**Knowledge, Skills & Other Abilities:**

- Must have a strong understanding of the Alcohol Beverage category in the On Premise Chain environment
- Must demonstrate a high level of competency in managing BTG & BTB opportunities
- You are innovative, ambitious, resourceful and continuously learn and develop your capabilities
- You value inclusion, integrity and work to foster an appealing organizational culture
- You make an impact by being bold and taking action
- Excellent communication, presentation and organization skills is critical
- IT proficiency including strong computer skills with working knowledge of Microsoft Office Suite and cloud based computing is required
- Must have a working knowledge of Digital Marketing and Social Media
- Must possess strong written and verbal communication skills
- Must possess excellent time management skills with the ability to work independently
- Must excel in problem solving and data analysis
- Ability to work collaboratively internally and external to the organization is required
- Must possess strong negotiation and selling skills
- Possession of a valid driver's license is required

**Physical Requirements:**

- Must have ability to travel weekly, up to 30% average, with periodic weekend work
- Must be able to lift boxes 40+ lbs

**Acknowledgment:**

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SIGNATURE

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DATE

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PRINTED NAME