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**Position Title:** Stoli Group USA Regional Sales Manager, Control W. Mountains - OR, UT, ID, MT, WY  
**Department:** Sales  
**Reports to:** Stoli Group USA Director of Sales

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**POSITION SUMMARY:**

This position is responsible for working with our distributor partners to ensure Stoli Group USA standards are met by supporting distributor operations.

**ESSENTIAL DUTIES/RESPONSIBILITIES:**

- Set pricing and programming and effectively present to distributor
- Lead monthly distributor meetings to review sales, programming and incentives
- Partner with distributor personnel to set and achieve sales goals. Goals may include new placements, revenue, case shipment and depletions goals.
- Clear and constant communication on inventory levels, pricing, upcoming programs, company direction, priorities, and incentives
- Provide educational training to distributor partners and key accounts through tastings and special events
- Develop and continue to build relationships within the distributor
- Construct unique and engaging wine presentations and sales tools that embrace Stoli Group company standards, programs and initiatives
- Monthly, Quarterly and Yearly planning including: internal incentives, account partnership programs, blitzes and focus weeks, market work calendar and trade events
- Lead Stoli Group DM(s) by communicating company direction, holding them accountable for priorities and their district performance
- Multiply yourself through market work, Stoli Group team meetings, distributor meetings and educational seminars
- Grow and foster professional relationships with key accounts in region
- Communicate pertinent information between Stoli Group Management, Distributor Management and Key Accounts
- Responsible for working within approved expense budget
- Continue to develop spirits & wine knowledge, business acumen and sales skills to increase professional growth
- Display original thinking and creativity for problem solving
- Professional Attire
- Ability to work in a fast paced environment, multi-task, adapt and respond to change quickly
- Other duties as assigned by Director of Sales

**JOB REQUIREMENTS:**

- Candidate must have a college degree and/or equivalent work experience with a minimum of 5 years successful wine and alcoholic beverage sales experience
- Must possess a current driver's license, maintain current auto insurance coverage, and a clean driving record
- Ability to lift 50 lbs. case of wine
- This position requires the availability and willingness to work flexible hours and weekends, when necessary
- Candidate must be prepared to reside within territory