

JANE GROSS MANNE, CSW, GPE

Houston, TX

[713.444.5156](tel:713.444.5156)

janegmanne@gmail.com

PASSIONATE SALES CONSULTANT

Team focused, proven consultative sales approach, able to help analyze market trends to provide solutions to benefit customer. Enthusiastic sales and business development professional with strong customer relationship and management skills. Revenue generating abilities to drive company sales and support growth and success.

PROFESSIONAL SKILLS

**Customer / Vendor Relationships and Service | Account Management and Development
Market Analysis and Strategy Development | Negotiation and Revenue Generation
Problem Solving - 911 Emergency Responder | Inventory and Pricing Management
SAP System and Microsoft Office Proficiency | Point of Sale and Merchandising**

EXPERIENCE

SOUTHERN GLAZER'S WINE & SPIRITS, Houston, TX 2003 - 2020

Regional / National Accounts On-Premise Manager, Transatlantic Spirits **2016 - 2020**

Managed and cultivated regional and national on-premise accounts with substantial budgetary responsibility, with emphasis on the Transatlantic Spirits portfolio.

- Surpassed goals by 6% by analyzing needs, consistently following up, and providing products that work for customers.
- Increased menu presence 400%, employing team approach to provide solutions.

Director, National Accounts On-Premise **2014 - 2016**

Promoted to develop Houston-based national and regional accounts, including SSP America, Romano's Macaroni Grill and Ignite Restaurant Group.

- Increased sales by 4%-5% by providing consistent consultation and follow through to buyers.

Portfolio Marketing Manager, Domaines & Estates **2009 - 2014**

Supervised inventory forecasting, stock transfer, purchase and special orders, hardcoding, delivery issue resolution, vendor marketing, account management.

- Liaison between sales and vendors, ensuring consistent flow of product information to sales force.

Key Account Manager **2009 - 2014**

Managed wine and spirits, vendor relations, pricing, and inventory for key accounts, including Truluck's and Cafe Express, throughout Texas.

- Drove sales of Glazer's portfolio with key customers.

Regional Accounts Manager **2004 - 2009**

Managed wine portfolio for local, multi-unit restaurant groups, including, but not limited to, pricing and inventory, vendor relations, market support, menu printing, liaison to sales reps calling on individual units.

- Developed strong relationships with customers to move business forward; learned what customer needed and trained staff.

Special Events Liaison **2005 - 2014**

Planned, coordinated, and executed all aspects of high-profile events, such as Houston Livestock Show & Rodeo Wine Competition, Sugarland Grand Wine & Food Affair, and Woodlands Wine Week.

- Employed team approach and managed product placement for all events.

ADDITIONAL RELEVANT EXPERIENCE

SIGEL'S BEVERAGES, Dallas, TX, **On-Premise Sales Representative**

AMERICAN WINE AND IMPORTING, Dallas, TX, **On-Premise Sales Representative**

GLAZER'S DISTRIBUTORS, Dallas, TX, **Assistant to Director of Fine Wine / Marketing Analyst**

EDUCATION

Bachelor of Arts (BA), Tulane University, New Orleans, LA

CERTIFICATIONS AND AWARDS

Certified Specialist of Wine, 2004, Society of Wine Educators

Glazer's Product Expert, 2012, Expansive training on product portfolio to better provide customer solutions

Founders Award, Bacardi, 2020, National recognition for Best in Class Collaboration