

## **About The Job**

*Detroit City Distillery* creates small batch artisanal whiskey, gin, and vodka using the finest local ingredients sourced directly from farms near our distillery and tasting room located in Detroit's famed Eastern Market. The result is a drink of distinction, made for those rewriting the history of a great American city. This position will be an integral member of DCD's sales team; working together with our Sales Manager and other key DCD staff members across marketing, events, and production.

### **Territory Manager - West Michigan**

**Location: Michigan, United States**

## **Job Description**

Join one of Michigan's fastest-growing craft distilleries and take responsibility for building DCD's brand in West Michigan's most influential on- and off-premise accounts. This position will work with our Sales Manager to define and execute a boots-on-the-ground strategy that grows distribution sales and solidifies our position as the leader in Michigan-made spirits. You'll also partner with our distributor and work closely with key accounts to drive distribution and brand exposure. Success will be measured through predetermined, agreed-upon goals and metrics, centered largely around a route of existing Detroit City customers and clearly identified prospects. The ideal candidate will possess pre-existing knowledge of the area, established customer relationships, and strong self-sufficiency skills.

## **Roles & Responsibilities**

- This is a full time position with daily hours ranging from 8am to 7pm based on account availability and scheduled tastings/events
- Support the growth of DCD brands in key accounts by developing new relationships, maintaining current key accounts, and increasing points of distribution
- Build relationships with influential on and off premise accounts and industry professionals while providing unparalleled customer-focused service through tastings and staff training
- Conduct regular account visits (weekly to monthly) depending on market demands to ensure top priority positioning and optimal activation of key programs and initiatives.
- Work with our distributor's sales team on account calls and brand activations to drive monthly and quarterly priorities.
- Manage a monthly expense budget
- Execute weekly on and off premise tastings (TIPS certification required)

## **Qualifications & Experience**

- Proven sales experience of at least 3-5 years in the alcoholic beverage industry; reliable vehicle with clean driving record
- Ideal candidates will have a diverse range of experiences:
  - Hospitality - bartending or management of a spirits-related account
  - Sales - distribution and account sales
  - Regional expertise - experience and relationships in West MI required
  - Marketing - social media, creative campaigns, merchandising
- Demonstrated experience selling a product and building brand loyalty through strong communication, listening, and relationship building
- Self-starter with ability to grow and manage new sales initiatives
- Independent, responsible and organized to meet sales goals.
- Effective budget management skills
- Willingness to learn and contribute to a team environment
- Infectious personality with a passion for telling the story of our spirits
- Working some evenings, weekends and light travel is required
- Lifting/lowering, pushing, carrying, or pulling cases of alcohol or rolling barrels of whiskey around West Michigan