

Position Title: Director, Sales

Location/Department: Georgia / Sales

Reports To: Zone General Manager

Date: 8/2/10

Band: D2

Job Posting #: 10-123

POSITION SUMMARY:

Responsible for building Constellation business with the trade, developing distributor relationships within the specified marketplace and providing leadership to the Field Sales Managers in the region to deliver on company's sales objectives and goals

RESPONSIBILITIES:

- Develop and achieve region sales performance targets
- Deliver annual sales plan and manage the budget
- Develop annual Joint Business Plans, periodic Tactical Business Plans, monthly Tactical Business Reviews, Competitive Pricing Surveys, as well as weekly Progress Checks of customer performance
- Stay current on sales market trends, activities and competitor actions while developing business solutions
- Participate in distributor meetings and business-building activities. May work directly with chains and retailers on specific consumer events
- Ensure sales processes are fully implemented and practiced by all
- Be an active member of the sales team while providing leadership
- Source, interview, hire, train, coach, develop and manage performance of team members
- Participate and advise in matters of business development

QUALIFICATIONS:

- Bachelor's Degree required or equivalent work experience
- 5-7 years of sales, marketing experience or general management experience
- Effective communication and team building skills required
- Strong computer skills necessary
- Ability to influence and persuade others in order to manage business effectively

- Proven track record in team performance
- Strong analytical and analysis skills required
- Effective understanding of budgeting creation and management

PHYSICAL REQUIREMENTS / OTHER

- Valid driver's license with the ability to be insured by CWUS
- Ability to lift up to 45lbs regularly
- Ability to travel regularly and stay overnight as business necessary
- Must be able to stand, walk, sit; use hands to finger, handle or feel; reach with hands and arms; climb or balance; stoop, kneel, crouch or crawl; talk and hear.
- Must have close vision, distant vision, and ability to adjust focus, peripheral and color vision.

APPLICANT PROCEDURE:

All applicants must submit a cover letter with their resume to the following contact either electronically, by mail or facsimile:

Human Resources
staffing@cwine.com
Refer in subject line: Director, Sales GA

Constellation Wines U.S. is a division of Constellation Brands Inc., the world's leading wine company. Constellation Wines U.S.'s powerful portfolio of premium wines and spirits includes such iconic brands as Robert Mondavi, Clos du Bois, SVEDKA, Blackstone, Arbor Mist, Estancia, Ravenswood, Kim Crawford and Black Velvet Canadian Whisky. To learn more about Constellation Wines U.S. and its portfolio, visit www.cwine.com.