

Position Title: Field Sales Manager

Location/Department: Nashville, TN / Sales

Reports To: General Manager, Sales

Date: 7/13/10

Band: E2

Job Posting #: 10-111

POSITION SUMMARY:

Primary responsibility will be to maintain and garner new business in the on and off premise sector.

RESPONSIBILITIES:

- Implement sales performance measures and targets using the CWUS CORE brand priorities with distributors while assisting in achieving expected results.
- Manage wholesale managers and sales representatives to achieve CWUS depletion and distribution goals.
- Develop and conduct annual Collaborative Business Plans, periodic tactical business plans, monthly tactical business reviews, market surveys, competitive pricing surveys and weekly progress checks of customer performance
- Communicate all necessary information on any program and/or initiative from within CWUS including Channel.
- Conduct Sales Meetings with customers and or select distributor personnel that include but are not limited to brand education, programming and/or initiatives and new product launches.
- Implement, communicate and maintain CWUS CORE standards and tools for both on and off premise.
- Responsible for communicating CWUS brand strategies and implementing on and off premise standards with distributors.
- Work in a collaborative effort with CWUS Field Sales Managers – On Premise and Chain.
- Manage and maintain NP budgets as well as price support with Zone finance director.
- Responsible for maintaining appropriate inventory levels and communicating and securing monthly shipment targets from distributors.
- Work with Zone Trade Marketing Manager to maximize local opportunity market promotion as well as implementation of National promotions.

QUALIFICATIONS:

- Bachelor's Degree
- 2-5 related experience

- Alcohol & Beverage industry, with specific chain store headquarter sales experience highly preferred.
- Working knowledge of all the necessary software systems required to effectively perform job requirements including Excel, PowerPoint and IRI Databases etc.
- Effective verbal and written communication skills.
- Ability to create compelling fact based sales presentations

PHYSICAL REQUIREMENTS / OTHER

- Valid driver's license and clean driving record. Must be able to drive a car and travel via plane or train. Lift up to 50lbs
- Frequent travel within assigned area of business
- Primarily will work in an office environment but may be exposed to a warehouse/distribution environment on a frequent basis

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: FSM Nashville**

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.