

Job Description

London Regional Sales Manager

Wemyss Malts, based in Edinburgh, is looking to hire a ***Regional Sales Manager London*** to look after the distribution of its hand crafted malt whiskies and small batch gin, Darnley's View. The company is part of a family run group of companies and candidates should have a passion for small batch spirits, sales experience and fluency in foreign languages is a definite advantage

An exciting sales opportunity exists to represent a portfolio of boutique spirits brands within London, selling them into specialist bars, restaurants and retailers. The role will be to recruit and work with local wholesale partners to develop the exposure of the brands in outlets which enhance their image.

Specific responsibilities will include:

- Creating sales opportunities in key on and off premise accounts
- Converting opportunities into actual sales
- Working with key wholesale partners to deliver orders
- Building relationships with existing wholesale partners and setting up new ones where necessary
- Passionately representing the brands in the market, understanding their key attributes and points of difference
- Training and motivating bar and retail teams

With a drinks industry background, the successful candidate will have an ability to build on their current contacts within the on/off trade. The role will involve weekend and evening hours. The ideal individual will be self-motivated, able to communicate at all levels and remain positive with a degree of tenacity whilst working alone. The brands the Sales Manager will represent include: Darnley's View Gin, Wemyss Malts, Lord Elcho and Uisge Source Water.

The expectation is that this person will live in or near to Central London and a package will be commensurate with experience. As it's a sales role, part of the remuneration package will be commission based.

To apply please email your CV and a covering letter, outlining your suitability for the role, to William Wemyss c/o cheryl@wdco.co.uk