

# VICE PRESIDENT SALES & MARKETING WINES

Burrows Lightbourn is seeking a well presented, ambitious individual who is self-motivated and has a keen understanding of the wine industry. Reporting to the Wine Director the successful candidate will assist with the day to day operational activities, to include but not limited to the development and implementation of sales activities as well as education and training programs.

This position has excellent long term growth potential to an individual who can demonstrate customer service and sales skills.

#### **Primary responsibilities include:**

- Maintaining a thorough knowledge of current world wine trends
- Analyzing and evaluating sales methods, costs and results in comparison to current market trends
- Communicating clearly and conduct seminars, tastings and restaurant staff training
- Driving sales growth by establishing and maintaining strategic partnerships whilst building a loyal customer base
- Working effectively in a team environment providing support, advice and training and development of the Sales and Marketing teams
- Maintaining contact with all clients in the market area ensuring high levels of client satisfaction and promoting positive relations between existing customers, vendors, and suppliers
- Adhering to all company standards, policies, procedures and business ethics codes
- Providing monthly & quarterly sales updates/projections for brand portfolios to suppliers
- Any other duties as assigned by management

#### **The successful applicant must:**

- Bachelor's Degree preferably focused in Marketing or equivalent five (5) years related work experience
- A minimum of five (5) years previous sales management experience
- Technical knowledge of both Viticulture and Viniculture is beneficial
- Demonstrable skills in sales management
- Valid Bermuda issued Driver's License and clean driving record
- Strong computer skills and sound working knowledge of Microsoft Office products
- Strong leadership and analytical skills and demonstrable business acumen
- Extensive experience in supplier relationship management
- Strong understanding of customer and market dynamics and requirements
- Ability to multitask and prioritise assignments meeting deadlines
- Ability to work extended hours, evenings, weekends and public holidays
- Ability to resolve problems and make recommendations to effect decisions

As part of the Gibbons Group of Companies the position offers major medical insurance, a contributory pension plan, company discounts, and an employee assistance program.

Applicants interested in this career opportunity, with the dedication and drive to join a strong team should send a resume and covering letter to:



Chief Operating Officer  
Burrows Lightbourn Ltd.  
P.O. Box HM 829, Hamilton HMCX

Or e-mail:  
[humanresources@bll.bm](mailto:humanresources@bll.bm)

**Closing Date:** July 12th, 2013

Only successful applicants who have been short listed for an interview will be contacted.