#  Wine Development Specialist

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| Brand: Report To:  | Matthew ClarkCommercial Planning Manager | Job Family:Sub Family:  | SalesRegional Accounts  |

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| Purpose |
| * In conjunction with the sales team, maximise wine volume & margin in targeted existing regional accounts
* Target new wine business opportunities via RBU prospect database and through proactive networking
* Input to the MC & RBU wine strategy
* Support the regional team in key tenders and range reviews and act as a mentor to drive the wine category
* Contribute to the development & implementation of ‘best in class’ training plan (internal & external).
* Drive ‘best in class’ customer wine activation’ plans in conjunction with marketing & channel teams.
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| Core Accountabilities |
| * Support delivery of the company wine strategy
* Achieve or exceed RBU budgeted Wine & Champagne Volume, Distribution & GMAR2 targets
* Drive the wine culture within the RBU team & regional accounts
* Support delivery of proactive training plan and evaluation for internal team & selected external customers
* Produce Wine category support within top regional accounts
* Attend regional team and wider business meetings when applicable
* Be proactive in liaising with internal departments – buying/stock control to ensure availability & range.

KPIs* Wine & Champagne GMAR2 FY budget target
* Other specified Wine & Champagne objectives with selected regional accounts
* Successful delivery and evaluation of the regional wine training plan
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| Key Relationships  |
| Internal * Regional Account team
* Central marketing support team
* Wine Category and Buying team
* Design Studio

External* Regional accounts
* Network with identified prospect accounts
* Key wine suppliers
* Key industry bodies
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| Experience, Skills and Knowledge  |
| * Demonstrable account management experience
* Experience of presenting tastings & trainings
* Good numeric & PC skills
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| Qualifications & Education |
| * WSET Diploma
* Full driving licence
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| Our Values |
| **Passion**We tackle challenges and opportunities with passion and enthusiasm. Across the business we have fun whilst we do it.**Agility**We are always flexible to the needs of the business. Our people generate innovative ways of working. In return our leadership embrace new ideas and opportunities.**Team Work**We work as one team to achieve a common goal. **Customer Focus and Excellence**We make a difference by going the extra mile for our customers and each other. |