# Wine Development Specialist

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| Brand:Report To: | Matthew Clark  Commercial Planning Manager | Job Family:Sub Family: | Sales  Regional 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. |
| 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 |
| 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 |
| Experience, Skills and Knowledge |
| * Demonstrable account management experience * Experience of presenting tastings & trainings * Good numeric & PC skills |
| Qualifications & Education |
| * WSET Diploma * Full driving licence |
| 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. |