

## **Ace Distributing is looking for an Off-Premise Sales Manager to join the team!**

Do you have the passion to win and the ability to lead others? Do you thrive in a collaborative work environment? If yes, this position is for you. This leadership position at Ace Distributing aids in driving the culture and expectations of the sales department through consistent leadership processes and active engagement with the Off-Premise sales team. This position will drive the growth of our people, our relationships with customers and our suppliers.

### **What are the benefits of working at Ace?**

- Great Company Culture
- Generous base pay plus bonuses
- Generous PTO
- Generous employee purchase program (cheaper beer!!!)
- Health, Dental, Vision and Voluntary benefits
- 401K

### **Some of the responsibilities include:**

- Maintain or exceed specific performance levels - sales volume reporting, distribution growth, objective attainment, and other metrics.
- Utilize key information from multiple sources to analyze and identify root causes of issues to remove barriers to achieving sales goals and create effective targeted sales plans.
- Ensure that the allocation of selling resources (people, time, budgets) are allocated properly against the highest value market opportunities.
- Develops, coaches and oversees the team to ensure they have the resources and knowledge to be able to meet or exceed job expectations and company standards.
- Develops and maintains expert knowledge of products, market conditions, competitive activity and industry trends - and uses this information to direct the team for maximum impact.
- Develop and maintain a positive working relationship and communications with key retailers in market across each class of trade and premise. These relationships must be developed in accounts and markets that are especially vital to the growth and success of Ace Distributing and its brands.
- Manages effective execution of the Ace Distributing account standards for Quality, POS, display, distribution, shelf positioning and share.
- Recommend pricing and discount structure changes to the SVP Sales & Marketing.
- Monitor retail Key Performance Indicators (KPIs).
- Lead weekly sales team meetings to communicate promotional activity, new product introductions, develop gap plans and other training, as required.
- This role will work closely with the Brand Team to build small local promotions to boost product sales in their territory.

### **Minimum Job Requirements:**

- College graduate plus extensive related experience in a route sales environment
- Valid Driver License / Willing to travel throughout south central PA (200 miles radius)
- Ability to pass a criminal background and drug tes