



DE BORTOLI WINES

AREA SALES MANAGER - Melbourne Sales

De Bortoli Wines is Australia's fifth largest wine company in Australia with extensive national and international markets. An exciting opportunity exists for an experienced Off Premise Area Sales Manager to work within our Melbourne Sales Branch, in Croydon.

This position reports directly to the Off Premise Sales Manager and involves a range of duties including: achieving budgeted sales targets, developing positive trade relations with an existing customer base, identifying potential new customers, developing and implementing innovative sales strategies, and supporting existing promotional programs with major retail banner groups.

We are seeking a committed and enthusiastic person, with excellent communication and customer service skills. The successful applicant will have a proven track record within the retail liquor industry and possess extensive wine knowledge. This role requires a highly motivated individual to work independently and in team environments, have the ability to take ownership of allocated work tasks, meet deadlines and have sound attention to detail.

Enquiries and applications should be directed to the Human Resources Manager, De Bortoli Wines Pty Ltd, PO Box 21, Bilbul NSW 2680, phone 02 6966 0100. To lodge an application please email: recruitment@debortoli.com.au. Applications close on Friday 5th December 2008.