



Job Title: Sales Representative

Location: New York City, NY

Employment Type: 1099 for first 90 days, transitioning to Full-time Base Salary + Commission – timing for this transition is based fully on performance.

Company Overview: Communal Brands is a leader in producing, importing, distributing, and innovating eco-conscious wines. Rooted in our core values of quality, inclusivity, and accessibility, we redefine wine culture with approachable packaging. Join us in shaping a vibrant future where every sip embodies sustainability and community.

Job Description: We are seeking an ambitious and client-focused **Sales Representative** to join our team as a 1099 contractor, bringing fresh energy and innovative thinking to expand our brand's reach in the NY wine market. In this role, you will be responsible for identifying and establishing relationships with new clients, managing existing accounts, and driving revenue growth across various sales channels. This role is perfect for a self-starter who thrives in a fast-paced environment and is passionate about building lasting client connections.

As our **Sales Representative**, you will have the flexibility and autonomy to manage your own territory, supported by a team that values collaboration, creativity, and client-centricity. This role requires you to be in the field and active with accounts at least 80% of the time and will require updates to be made to accounts via our shared sales platform, Vinosmith. The ideal candidate has a deep understanding of the wine industry, a knack for relationship-building, and the drive to go above and beyond to meet targets.

Key Responsibilities:

- **Client Acquisition and Onboarding:** Identify prospective clients and introduce them to our product offerings. Establish a seamless onboarding process to ensure client satisfaction and set the stage for long-term partnerships.
- **Sales Strategy Execution:** Collaborate with leadership to understand and implement our sales strategy, adapting tactics as needed to meet specific client needs and market conditions.

- **Account Management and Relationship Building:** Maintain and nurture relationships with existing clients, serving as their primary point of contact and ensuring they receive excellent service, support, and timely product information.
- **Revenue Growth:** Drive revenue by identifying and developing new sales channels, upselling to current clients, and maintaining an active sales pipeline. Meet or exceed monthly and quarterly sales targets.
- **Market Analysis and Feedback Collection:** Stay informed on industry trends and competitor activity, providing feedback to the team to refine sales approaches, product positioning, and potential new market opportunities.
- **Networking and Brand Representation:** Represent the company at industry events, tastings, and networking opportunities to increase brand visibility, expand your client base, and stay connected to the industry.
- **Sales Reporting:** Regularly update sales activities, track performance, and report progress to the leadership team, ensuring transparency and alignment with company goals.

Qualifications:

- **Proven Sales Experience:** 2+ years of experience in sales, preferably within the wine, beverage, or hospitality industry. A proven track record of meeting or exceeding sales targets.
- **Industry Knowledge:** Familiarity with the NY wine market and its major players. Knowledge of wine and beverage industry trends and customer preferences.
- **Excellent Communication Skills:** Strong verbal and written communication abilities to effectively engage clients, present products, and build relationships.
- **Self-Motivated and Goal-Oriented:** Ability to work independently as a 1099 contractor with the drive to meet targets, grow your client base, and contribute to the company's growth.
- **Relationship-Driven:** Skilled at building and maintaining positive client relationships with a focus on client satisfaction, retention, and growth.
- **Adaptable and Flexible:** Comfortable working in a fast-paced, entrepreneurial environment, with the ability to adapt to changing priorities and market dynamics.
- **CRM Proficiency:** Experience with CRM systems to track sales activities, manage client data, and report on progress.

Compensation and Benefits:

This role begins as a 1099 contract position, with potential opportunities for full-time employment based on performance and company growth. Compensation is commission-based with competitive rates, offering high earning potential for motivated individuals.

Location:

NYC-based candidates are preferred, with opportunities to attend local events, tastings, and networking engagements.