

Company: Enartis USA, Inc.

Position: Technical Sales Representative, Pacific NW

The Technical Sales Representative is in charge of promoting Enartis USA's full range of products and services to winemakers in the assigned territory. The primary goal of the position is to add value to customers by optimizing the winemaking process through products and analytical services, while optimizing profitability for the company.

Essential Duties and Responsibilities:

- Maintains professional and technical knowledge by attending internal trainings, educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Represents the Company in a professional manner with all contacts and customers.
- Obtains and records information about the customer, namely regarding key contacts, production, competitor presence, and potential opportunities/threats. Records these data in the company CRM.
- Identifies market trends and provides input for development and improvement.
- Collects information about competitors, namely about pricing, promotional offers and market presence and perception.
- Self-sufficiently organizes daily work schedule.
- Provides quarterly revisions of major inventory needs.
- Utilizes internal resources including technical staff, literature, support documents, etc.
- Assists customers with in-house product trials. • Provides customer service for supply order entry, order tracking, and product support.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Reports customer complaints by investigating problems, developing solutions and making recommendations to management.

Reporting

- Daily: maintains regular contact with supervisor, colleagues and office staff
- Monthly: sales report, mileage report, expense report
- Annual: Budget presentation, territory review Supervisory Responsibilities N/A Qualification

Requirements

- Sales experience in the wine industry
- BS in Enology, Food Science or related field
- Work experience in a winery production and/or laboratory setting
- Excellent written and verbal communication skills
- Strong computer skills including CRM
- Physically fit to stand for many hours, and to lift heavy items

Other Skills and Abilities

- Current drivers license and Passport
- Available to travel extensively within and outside the region
- Available to spend time overnight to attend meetings, events and training. This could require staying away for the weekend.

Contact Info

Send Resume to Monica at monica.bravo@enartis.com

Contact Address 7795 Bell Rd, Windsor, CA 95492

Contact Phone 7076872092

Contact E-mail monica.bravo@enartis.com

Contact Website <https://www.enartis.com/en/>