

**Job Title: Account Manager – Glasgow and West of Scotland**

**Company: Hallgarten & Novum Wines Location: Greater Glasgow area**

Are you a wine enthusiast with a keen business acumen? Do you have a desire to start or further your career in the wine industry, even if your background isn't primarily in sales? At Hallgarten & Novum Wines, we believe in nurturing talent and are open to applications from individuals with experience in hospitality, the off-trade, or a strong knowledge and network in Glasgow and the West of Scotland.

**About Hallgarten & Novum Wines**

Hallgarten are one of the UK's leading wine specialists, working with some of the UK's top on and off trade businesses. Our award-winning portfolio has circa 1200 wines from every corner of the wine making world and is at the core of our success. Not only are we celebrating our 90<sup>th</sup> year in 2023, but we are proud to have been awarded the prestigious IWC 'On trade Wine Supplier of the Year', Drinks Business 'Drinks Company of the Year' and IWSC 'Wine Distributor of the Year'.

**Key Responsibilities:**

- Develop and maintain strong relationships with existing and potential clients within Glasgow and West of Scotland.
- Act as a brand ambassador for our portfolio of wines, providing expertise and education on our products.
- Drive sales and revenue growth by identifying opportunities, closing deals, and achieving/exceeding sales targets.
- Collaborate with the sales team and management to develop and implement sales and marketing strategies.
- Provide exceptional customer service by addressing client inquiries, resolving issues, and ensuring customer satisfaction.
- Stay updated on industry trends, market developments, and competitors to make informed business decisions.
- Prepare and present reports on sales performance, market trends, and client feedback.

**Requirements:**

- A passion for wine and a desire to build/further your career in the wine industry.
- A good knowledge of wine, ideally WSET 2 or equivalent level.
- Experience in on and off trade Wines sales in the region is a plus but not mandatory.
- You currently live and work on the patch.
- Strong communication and interpersonal skills.
- Self-motivated, results-oriented, and a willingness to learn.
- Excellent organizational and time management abilities.
- Valid driver's licence and willingness to travel within the region.

**Benefits:**

- Competitive salary with personal and company performance related bonus
- Comprehensive training and support in product knowledge and sales techniques.
- Opportunities for career advancement within a dynamic and growing company.
- Access to a diverse portfolio of world-class wines.

- PCA and expenses for business-related travel.
- Health and wellness benefits.

If you have a passion for wine, a desire to learn, and a customer-centric mindset, we invite you to apply for the Account Manager position at Hallgarten & Novum Wines. Join us in our commitment to delivering exceptional wines and building lasting relationships with our clients.

Our 5 values are Partnership, Positivity, Passion, Pride and Progression; you will find a collaborative, supportive friendly team at Hallgarten Wines which gives you the platform to succeed and grow.

We are an equal opportunity employer and are committed to equality of opportunity for our current and future employees irrespective of their gender, age, race, disability, marital status, religion or belief, or sexual orientation. We believe that the wide range of perspectives that result from diversity promotes innovation and business success. If you need reasonable adjustments at any point in the recruitment process, please let us know and in your application, please feel free to note which pronouns you use.

Closing date for applications is **30<sup>th</sup> November 2023**, but we reserve the right to close earlier should we find the successful candidate. Please send an up-to-date CV a cover letter outlining your relevant experience and qualifications to [hr@hwnwines.co.uk](mailto:hr@hwnwines.co.uk)