

GERMANY (Frankfurt-am-Main - Eltville)

EARLY 2022 - 12 MONTHS, RENEWABLE

Producers of the prestigious Château de Beaucastel in Châteauneuf-du-Pape, Famille Perrin managed to expand its expertise outside of the southern Rhône Valley thanks to ambitious partnerships in other wine regions.

In collaboration with the local exclusive agency, your mission is to develop and optimize the sales of the area by pushing the family's know-how forward.

After a training period, you will lead the prospection and development of a portfolio of professional clients (Horeca and B2B). You must have a passion for travel and learning (vehicle provided).

The job is based in Eltville (Rheingau), the place of residence may be Wiesbaden or Frankfurt.

MISSION DESCRIPTION

1. Missions

- Animate the existing network of wholesalers, distributors and wine-shops by organizing tastings and visits to their private or professional clients (retailers, restaurants...)
 - Develop the existing client network by identifying and contacting strategic prospects, in collaboration with the sales team of the exclusive agency.
 - Organize the reception of clients in the concerned wineries.
 - Be the permanent link between the sales team of the agent and the sales direction of the family.
 - Represent the wineries on professional fairs and exhibitions (ProWein...).
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2. Concerned wineries

- Château de Beaucastel, Châteauneuf-du-Pape
 - Famille Perrin, southern Rhône
 - Maison & Domaines Les Alexandrins, northern Rhône
 - Miraval, Provence
 - Fleur de Miraval, Champagne
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3. Area

- Germany, Switzerland, Austria

CANDIDATE PROFILE

Higher business education, preferably with a specialization in wines and spirits.

Fluent in English, French and German.

You are autonomous and dynamic and have a sensitivity for the world of gastronomy.

You have a strong "entrepreneurial" spirit: autonomy, responsiveness, adaptability, organization, rigor.

You have excellent communication skills, and an ability to build a strong relationship of trust with our partners and motivate / energize the sales teams.

Please send your application to Maxime Simon: msimon@familleperrin.com