
Wine Sales Representative Resume

Job Objective

Looking for the opportunity to put my skills and experience to work for your company by acquiring a position as Wine Sales Representative.

Highlights of Qualifications:

- Remarkable experience in wine sales
- Profound knowledge of wine and spirits
- Good understanding of wine products, food pairing techniques, basic production, and service
- Ability to perform mathematical calculations
- Ability to review comparative wine sales data for analysis
- Ability to set up and conduct wine tastings, dinners, and events
- Ability to assist various internal customer groups and different personalities
- Ability to lift and carry a 45+ pound case of product
- Crafted innovative ideas and superior entrepreneurial skills
- Solid negotiation skills

Professional Experience:

Wine Sales Representative
Southern Wine & Spirits, Asheville NC
November 2006 – Present

- Managed regular sales calls to assigned accounts.
- Handled maintenance of current territory and introducing new accounts.
- Coordinated in sales meetings and on-site training.
- Formulated and presented sales reports required by District Manager.
- Evaluated customers' credit status, collection of money and coordinated with Customer Assistance Department.

Wine Sales Representative
Terry Seitz Inc, Asheville NC
February 2001 – October 2006

- Aided customers with inventory management responsibilities.
- Managed off-sale/retail accounts and designed displays in accordance with supplier promotions and incentive programs.
- Executed merchandising activities.
- Outlined price quotations, delivery time lines and service obligations.

Education:

Bachelor's Degree in Business Administration
Emory & Henry College, Emory, VA

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