



JOB DESCRIPTION: London Sales Manager

35 hours/week (hybrid working)

Competitive salary and benefits

The Oxford Artisan Distillery is a craft distillery located in the city of Oxford. Working with heritage grains, not only are we producing uniquely delicious whiskies but also leading the revolution in tackling sustainable farming and grain production.

Now backed by Diageo drinks accelerator Distill Ventures, we have exciting growth plans both in the UK and across international markets.

Role:

The London Sales Manager works closely with the UK Sales Manager to build London-based customer relationships. The person in role will manage existing customer relationships and identify new customers, to deliver our ambitious targets for growth.

The London Sales Manager reports to the UK Sales Manager.

Responsibilities:

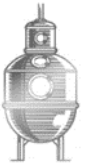
- Delivery volume and revenue targets designed for growth, as defined in the commercial strategy
- Implementation of our sales and brand plans in London, particularly with prestige on-trade accounts, luxury retailers and whisky specialists
- Management of existing customer relationships, including on-trade wholesale and retail customers
- Develop plans to grow our current business in London
- Preparation and presentation of proposals, including costings, to prospective new accounts in line with brand strategy
- Organise and deliver events and customer incentives to build advocacy and drive rate of sale
- Willing to complete any other task deemed appropriate by the UK Sales Manager

Skills and Experience:

- Commercial acumen and general business understanding
- Experience of preparing and delivering commercial proposals to customers
- Numerate, analytical and able to turn analysis and problem-solving into opportunities
- Knowledge and experience of working with premium drinks brands, with an excellent understanding and network with the London on-trade and wholesalers
- Strong selling and negotiation skills with a track record of winning new business
- Excellent presentation skills, either to a group or one-to-one situation
- A strong team player with drive and motivation to develop within a growing company – adaptable and willing to ‘get stuck in’ as part of a small sales team

The Oxford Artisan Distillery

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- Able to work independently and pro-actively manage appointments and diary efficiently

Other essentials:

- Legally authorized to work in the UK
- Able and willing to work flexibly, including some evening and weekend work

We believe that a diverse team of enthusiastic, hard-working, skilled & like-minded people is pivotal to success. Our employees help us make a difference & grow as a business. Therefore, creating equal opportunities is an intrinsic part of our recruitment process. We welcome applicants from all walks of life regardless of culture, ethnicity, gender, religion, sexual orientation and disability. So, if you're interested in joining us, we look forward to hearing from you.