



JOB DESCRIPTION: Sales Account Manager (35 hours/week £30K FTE) Based at home, working within London/Thames Valley region

The Oxford Artisan Distillery is a 'grain-to-glass' craft distillery located in the centre of Oxford. We are proud to farm 'heritage grains' and these grains, bred for flavor ahead of yield and which require no agri-chemicals and minimal field intervention, are at the heart of our fabulous spirits.

Opened in July 2017, Oxford Rye Dry Gin and Oxford Rye Vodka have been at the forefront of our portfolio. In May 2021, we launched Oxford Rye Whisky and it is this whisky that will drive our future growth.

We have ambitious growth plans built around developing Oxford Rye whisky; expanding our distribution within both the UK and international markets.

Role:

The Sales Account Managers are key members of the sales team, acting as Ambassadors for Oxford Rye Whisky with the aim of growing the customer base in the UK. The person in this role should be able to work flexibly (including some evening and weekend work) and independently, be hardworking with a 'can do' attitude, and be a team player.

This role is part of a small team which consists of Head of Whisky and 3 Sales Account Managers. This role reports to the Head of Whisky.

Responsibilities:

Grow distribution of Oxford Rye Whisky within the on and off trade in the UK

- Meet volume and revenue targets and exceed targets
- Work with wholesale partners to grow distribution
- Prepare and present proposals to prospective new accounts in line with marketing strategy
- Working with the Head of Whisky, prepare costing proposals for clients including developing bespoke deals/contracts
- Work with diverse sales channels ranging from e.g. bars, hotels, shops, community groups to large-scale retail within your area of responsibility

Customer relationship management

- Communicate and share The Oxford Artisan Distillery's brand values
- Organise (with marketing team) and host events at the distillery or other locations for potential and existing customers
- Attend customer-related events which may take place during the day, evenings or weekends

Willing to complete any other task deemed appropriate by the Management team

The Oxford Artisan Distillery

Old Depot, Cheney Lane, Oxford OX3 7QJ | Tel 01865 767918



Skills and Experience:

- Proven brand/sales and commercial experience ideally in the drinks industry or related sector
- A strong team player with drive and motivation to develop within a growing company
- Ability to manage customer relationships effectively
- Passion for sustainability and the drinks industry
- Thrives on building relationships and communicating a product they believe in
- Able to spot opportunities for developing customer relationships and take action to maximise the opportunities
- Able to work independently and pro-actively manage your 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.