



RADEMON ESTATE
SHORTCROSS[™]
S M A L L - B A T C H D I S T I L L E R Y

Title: Sales Executive/Manager

Salary: £competitive upon experience

Reporting to: Company Directors

Location: Crossgar, County Down, Northern Ireland

This job will require you to travel.

Job description -

Team Shortcross is growing and as we enter our seventh year of distilling we are seeking to recruit a Sales Executive / Sales Manager.

You will actively target and engage existing and new trade customers and consumers. Drive awareness, grow sales and advocacy of all Rademon Estate Distillery products. Work as part of a team but also independently and have impeccable record and time keeping.

You will be results orientated with an ambitious attitude, working tirelessly and efficiently to ensure targets are hit, with business profit as the priority.

Key Responsibilities:

- Develop and implement a robust sales strategy in line with the company objectives.
- Actively identify new accounts in the on and off trade businesses with the ultimate goal of sale conversion.
- You will develop, form and nurture great working relationships with key accounts, wholesalers, distributors providing them with support when required in the form of trainings, tastings, launches and POS for their customers, you will also have the support of a brand ambassador
- Using the target account list and adding to it, you will act on new business opportunities, follow up on new customer leads and report weekly to the directors, outlining progress in terms of new account and wholesale developments.
- You will be required to talk confidently about Shortcross and the Rademon Estate Family of products and at times act as a spokesperson at industry, trade shows and special events.
- You will conduct regular analysis of all sales activity to allow the company to tailor future campaigns to achieve maximum benefit and engagement.
- A flexible approach to working is essential as you will be required from time to time to work evenings and weekends.



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- You will show ability of managing all aspects of your role within the business, with regular reports on projects and sales is to be expected.
- Requirements – min 3 years in a similar position
 1. Third level qualification
 2. Use of Own car and full clean driving licence – mileage will be payable as will expenses
 3. Ability and desire to travel
 4. Build and manage spreadsheets
 5. Work independently but also part of a team
 6. Be super, super organised

This is an opportunity where you can develop your sales skills by working in an exciting environment and dynamic team. A laptop and mobile phone will be provided and the successful candidate will receive staff perks on all distillery products.

Please send your cv and application to sales@shortcrossgin.com

We kindly ask recruitment firms not to contact us.