

SALES REPRESENTATIVE – SPIRITS & CRAFT SPIRITS

Saxco International, the premier, value added distributor of glass bottles and related packaging, is looking for a Sales Representative to join our San Francisco Bay Area sales office. This person will have a home office, and can live within 50 to 80 miles of our Concord office. In this position, you will be responsible for maintenance and growth of sales of packaging materials (glass spirit bottles and PET containers, specialty corks, capsules, decorating services) to existing customer accounts (primarily distilleries, and craft distilleries) in the CA, OR, WA geographic area, and possibly neighboring western states for the growth of new business through the development of new accounts.

Qualifications

- At least 3 years of outside sales experience preferably with some exposure to packaging and the alcoholic beverage industry.
- 4-year college degree (BS or BA)
- Track record of success identifying new prospects and developing new business.
- Ability to multitask and handle high volume complex accounts.
- Excellent verbal and written communication skills.
- Good problem solving skills

Compensation: Salary + Commission, Auto Allowance

Travel - Minimal overnight travel.

This is an Exempt position. After a short probationary period, you will be eligible for medical, dental, vision, life, and AD&D insurances. We have a 401k with employer match, and we offer paid holidays and Paid Time Off. If you wish to be considered for this position, please forward your resume and salary requirements to Human Resources at hr@saxco.com.

Location – San Francisco Bay Area

Salary: base wages + commission + auto allowance