



# SPECIALITY DRINKS

SUPPLIERS TO THE TRADE



## Speciality Drinks

# SOUTHERN REGIONAL ACCOUNT MANAGER

Are you passionate about the drinks industry? Do you live and breathe exceptional customer service? Does the idea of dealing with more than 10,000 spirits, Champagnes and drinks from across the globe and bygone eras excite you? If so, you could be exactly the person we're looking for.

Speciality Drinks has a new opening for a **Southern Regional Account Manager**.

We are looking for an exceptional Account Manager to join the team. You will need to make the territory your own by developing strong relationships with new and existing accounts. Excelling in delivering first class customer service and additional support to your customer base will be a key attribute to your success.

Reporting into the National Sales Manager, you will be responsible for managing the reputation, sales and growth of Speciality Drinks in the south of the UK. The accounts will be based south of Birmingham, outside the M25.

The role will be based from home. Your location will require good transport links to key cities in the south of the UK. A full, clean driving licence is essential. Regular monthly visits to our Head Office - Elixir House in Park Royal, north-west London - will be necessary. You will be surrounded by the most amazing colleagues and products, as well a wealth of resources.

We believe that the following experience and skill set is crucial to ensure you thrive in this role:

- passion for the industry and the world of spirits
- experience working with the on-trade in an account management capacity
- commercially astute with an understanding of all elements of business, finance and customer service
- self-motivated, highly-organised and pragmatic
- presentable, articulate, professional and driven to succeed.

**Speciality Drinks** is the leading specialist on-trade supplier of whiskies, spirits, Champagnes and liqueurs from around the world. We have a particular expertise in spirits from the bygone era. As a family-owned-and-operated business, we are committed to providing bespoke consultancy and exceptional service. Through our expertise, dynamism and passion for the drinks industry, we endeavour to be at the forefront of new trends to help drive our customers' business forward.

In order to truly succeed in this role you need to be capable of and committed to:

- providing excellent account management and support to an existing customer base of hotels, restaurants and bars
- prospecting and bringing on strong new business
- demonstrating enthusiasm and understanding of a broad range of products across all spirit categories
- supporting your team and wider business functions to ensure all customer requirements are met
- meeting commercial and performance targets set by the business.

If you think you have what it takes, please contact us now at [careers@specialitydrinks.com](mailto:careers@specialitydrinks.com)