

About us:

Dynamic Vines is the UK's leading importer focusing on premium biodynamic wine. We work with winemakers who produce outstanding wines using sustainable practices in the vineyard and minimal intervention in the cellar. They produce wines with a sense of place and that speak to where they come from. We have developed lasting, trusted relationships with the over 60 producers who we exclusively import into the UK. With a focus on European wines, we work with well-established producers such as Emidio Pepe, Nicolas Joy, Chateau le Puy and Radikon alongside impressive newer winemakers like Sicus, Divella, Clos Larrouyat and Ludovic Engelvin.

Statement of Work:

Dynamic Vines is hiring an Account Manager to join our growing London-based team. Based out of our offices and warehouse in Bermondsey's Spa Terminus, the successful candidate will take a leading role in selling wine and constructively managing relationships with our accounts.

To apply for this job, it is useful but not essential that you have existing relationships in London and/or UK-wide on-trade sales. Most important to us is hiring a person with the skills, drive and ethos to manage and deliver sales in close collaboration with the rest of our team.

Terms of Reference:

Sales (50 percent level of effort)

1. Increase wine sales to existing customer base;
2. Initiate and secure new customer relationships;
3. Agree and achieve monthly and annual sales targets;
4. Contribute to a cross-company improvement in sales approaches, processes and results.

Account management (30 percent level of effort)

1. Positively manage relationships with new and existing accounts, constructively and collaboratively;
2. Serve as the primary focal point for all communications between the company and agreed roster of accounts.

Office and warehouse support (20 percent level of effort)

1. Working with other members of the team to support on daily responsibilities on an as needed basis.

Skills and competencies (required):

1. A drive to commence new and expand existing sales relationships;
2. An outgoing, self-starting, organised, collaborative and constructive disposition;
3. A clear, effective communicator with written and verbal fluency in English;
4. Experience with database management and manipulation;
5. Strong general IT skills (MS Office suite);
6. Experience in and passion for sustainably and sensitively-made wine;
7. A team player who is empathetic, has a positive disposition who supports their colleagues;
8. A desire to contribute across the company;
9. An approach to getting things done quickly and to a high level of quality;
10. A desire to work with a values-driven organisation.

Terms of employment:

1. We are open to applicants seeking part and full time employment.
2. Remuneration will include a base salary of between £29,000 and £34,000, in addition to a competitive commission incentive. Detail to be provided at interview stage.

Benefits and culture:

1. The successful candidate will be entitled to 28 days of annual leave per year (including 8 bank holidays and a seasonal closure for two weeks over Christmas/New Year's).
2. We have a strong and positive company culture. Colleagues support each other and help each other learn.
3. The company provides for paid lunches, cooked by ourselves in our professional-standard kitchen, and excellent coffee.
4. You will be able to benefit from structured and semi-structured wine tastings as well as at least one international tasting trip per year.
5. The company is supportive of continued learning, including potential financial support for activities such as technical training, MS or WSET qualifications.

To apply:

Interested applicants should send their CV and a covering letter to info@dynamicvines.com citing in the subject line "**Account Manager (R-02-19)**". All applicants must have right to work in the European Union / UK.

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