



Trialto Sales Representative **Full time position – based in Southern Alberta**

Position Summary:

Trialto Wine Group Ltd. is seeking a highly motivated and driven individual to join our dynamic sales team. We are seeking a driven individual that has strong customer service skills, effective project & time management, and adept communication & negotiation skills. This awesome team member will have the natural ability to be a self-starter and have the desire to create relationships, improve and grow account sales

If you believe the above description fits your strengths, and you possess the requirements below, please submit your resume to greatcareers@trialto.com

Job Overview:

A Sales Representative at Trialto works closely with the provincial sales team and respective Sales Manager to execute and achieve sales target and marketing initiatives. The Sales Representative is responsible for selling Trialto Wine Group's portfolio, maintaining, and developing Trialto's network of relationships and achieving sales targets as outlined by the Sales Manager. Sales targets will be met through effective management of designated territories with regular visits and utilization of the sales and marketing tools available. This position is also responsible for developing ongoing profitable relationships with customers and continually maintaining a professional reputation of the company. Integrity, passion, and in-person presentational skills are essential for this role.

This position will service Calgary and surrounding area (Canmore, Banff, Lake Louise, etc)

Job Requirements:

- Track record of sales success with 1-3 years' experience in the wine industry
- Intermediate to advanced wine knowledge gained from formal education (WSET or ISG Certification) or equivalent experience
- Proficient user of Microsoft Office, and familiarity with Apple products
- Excellent verbal and written communication skills
- Excellent listening skills
- Diligent, organized, and good time management skills
- Strong ability to build and maintain relationships
- Strong customer service focus
- A strong passion for wine
- Must possess a valid Driver's license
- Flexible schedule, some evening and weekend work will be required
- Must be able to lift and carry up to 20 kg
- Adheres to the terms of Trialto's Health and Safety Policy

Compensation:

Trialto offers market competitive base salary along with extensive employee benefits including: Extended Health Care coverage, Health Spending Account, RRSP Matching, and travel reimbursement opportunities.



Send resume and cover letter to:
Human Resources
greatcareers@trialto.com