

**DBI Beverage Sacramento**  
**POSITIONS AVAILABLE TO INTERNAL CANDIDATES**

**Posting Date: 3/19 /19 to 3/26/19**

**Position:** District Sales Manager

**Reporting to:** Kenny Deering

**Number of Positions:** 1

**Location:** Sacramento

DBI Beverage Sacramento has an opening for a District Sales Manager. **Candidates must have a minimum of 3 years relevant industry experience in management capacity.**

**CORE RESPONSIBILITIES:**

- Manage the development and performance of your associate team through both accountability and consistent coaching. Embrace and motivate your associates to ensure successful goal completion across all CORE DBI priorities directed at increased sales, distribution and overall market execution.
- Work with, train and develop the skills of your associates through objective analysis and identifying market opportunities to ensure company goals are met each month.
- Provide consistent communication of sales results; ensure trade practices, QA, Rotation and Safe Work Environments are upheld.
- Build and develop strong trustworthy relationships at retail with key accounts through consultation to grow volume, market share and profitability

**SKILL SET COMPETENCIES:**

- Must have a minimum of 3 years of relevant industry experience in a management capacity, preferably in a distribution environment with warehouse, sales, and delivery operations.
- Must be flexible to work long and irregular hours under pressure conditions as well as maintaining order in an environment of changing priorities.
- Must demonstrate a thorough knowledge of the principles and practices of business administration including personnel practices, program budgeting, general accounting and fiscal management practices, office procedures and business operating systems.
- Must possess strong math, time management and customer service skills.

**AREA OF REQUIRED KNOWLEDGE:**

- Bachelor's degree from an accredited college or university with major coursework in business, management or related field preferred. Equivalent related experience can be substituted for educational requirements.

**ADMINISTRATIVE SKILLS:**

- Maintain updated sales and distribution information by route for all brands and packages.
- Complete all internal control records, forms and reports properly and accurately.
- Maintain budgetary controls and responsibilities.

**FUNCTIONAL/TECHNICAL KNOWLEDGE:**

- Demonstrate thorough knowledge and compliance with Federal and State regulations concerning the sale and promotion of alcoholic beverages.
- Must be Level One Cicerone certified, possess strong beer and industry knowledge, able to make impactful sales presentations utilizing electronic equipment, and able to teach these skills.

**COMMUNICATION SKILLS:**

- Coordinate reports, meetings, sales calls, promotions and pricing. Conduct regular one on one meetings for assigned staff to review sales and marketing programs as well as company policies and issues. Effectively communicate with other departments on work related issues (delivery, warehouse, credit, merchandising, etc.).
- Must have strong written and verbal communication skills in order to be able to communicate with diverse audiences.
- Must have the ability to work with, communicate, and manage business relationships with large and demanding retail customers and suppliers.

To apply for an internal position, please contact Human Resources to obtain a Request for Interview Form. You must complete the form, have your supervisor sign the form, and return it to the Human Resources Department. If you have any questions, please call Becky Bardakos 916.373.5779.

**DBI Beverage Sacramento is an EEO/AA/Disability/Protected Veteran Employer**