

DBI Beverage

Position: Brand Manager

Reporting to: Trevor Straker, VP of Marketing

Number of Positions: 3

Locations: San Jose/ San Francisco / San Joaquin / Sacramento

DBI Beverage has an opening for a Brand Manager.

Positions core responsibilities include:

- Work with supplier partners and Branch management developing programs to ensure agreed to objectives are met across all branches (includes net sales/profitability & distribution, budget tracking, key initiatives, incentives, new product launches etc.).
- Work with Inventory department which includes forecasting, identifying potential inventory risks (overstock, slow rate of sales), then determine solutions/action items to mitigate risks. Has ownership role for close coded inventory and market execution plan.
- Develop clear and consistent communication protocol across all branch locations against monthly objectives during weekly and monthly sales meetings (Branch or supplier). This includes attending and recapping branch level supplier meetings for key programming (monthly scorecard).
- Single point of contact for DBI with assigned suppliers' partners thereby maintaining a positive professional relationship while communicating DBI company objectives.
- Work with sales team to ensure execution against monthly objectives by communicating updates, allocation lists, special events & seasonal list.
- Achieve distribution goals through identifying and closing opportunities, through communication and developing targeted account list.
- Perform trade audits to ensure commitments made by DBI are accomplished. These include distribution goals, POS both thematic, generic and on premise events.
- Translate company and supplier objectives/goals into functional plans for sales associates and managers.
- Utilize communication and analytical skills to drive execution across multiple teams and departments.

Communication Skills:

Communicate effectively with sales force, management, suppliers and DBI departments. Good written and verbal communication skills in a diverse range of audiences. Good presentation skills.

ADMINISTRATIVE SKILLS:

Proficient knowledge of Word, Excel, Microsoft Outlook and PowerPoint.

FUNCTIONAL/TECHNICAL KNOWLEDGE:

Thorough knowledge of all aspects of the job (products, accounts, routes, paperwork, ABC laws etc.).

Must have an acceptable driving record.

SKILLS SET COMPETENCIES:

Must possess strong math, time management and customer service skills.

Minimum of one year of sales experience, preferably in the beverage industry.

AREA OF REQUIRED KNOWLEDGE:

Bachelor's degree or equivalent with emphasis in management or business preferred, or equivalent related experience may be substituted for educational requirements.

DBI Beverage San Jose is an EEO/AA/Disability/Protected Veteran Employer