

GALEA

About Galea:

Galea is a brand from Barcelona, Spain; made in the heart of the Mediterranean. We elaborate premium organic drinks crafted with organic ingredients. We have reinvented Sangria, Mimosa or Mulled wine on the premium category.

Job Summary:

The mission of the Brand Ambassador is to increase visibility and promote brand awareness around consumers and trade shows, serve as brand/category/mixology expert, host Galea events, tastings and fairs, and provide training at the distributor, consumer and account level.

Primary Responsibilities:

Relationship Building and Drive Sales.

Work with local On & Off Premise Managers, local Distributor teams, and Portfolio Specialists to gain distribution, volume sales, and placements.

Educate & train local Distributor and Portfolio Specialist teams.

Support brand initiatives.

Trade engagement.

Represent the brand via participation of local bartender/trade organizations.

Identify and grow key accounts.

Consumer Engagement.

Identify opportunities across South Florida to expand our consumer base through targeted recruitment initiatives.

Collaborate closely with local market teams, visiting regional offices, executing trainings and seminars, and ensuring the work is highly visible with key stakeholders at market level.

Represent the brand at major industry and PR brand events.

Use traditional and social media to maximize reach and increase impact of the brand.

Administrative Responsibilities:

Ensure timely submission of required administrative reports and market insights.

Job Requirements:

3+ years of experience in wine and or spirits industry.

Must be 21 years old or older

Language: English fluency

Valid IL Driver's License

Reliable transportation

Self-starter with the ability to be work independently, while also collaborating closely with distributor team.

Existing network within the trade is valuable.

Clear understanding of the three-tier system of alcohol distribution.

Excellent presentation and communication skills

Availability for domestic travel 80% of the time.

Willingness to work evening hours and weekends

Physical Requirements:

Ability to lift weight in excess of 40 lbs.

Ability to carry weight in excess of 40 lbs.

Ability to sit/stand for prolonged periods of time.

Ability to pick up and transport Point of Sale (POS), event equipment, and product.

Salary package:

Competitive Salary + high commission

Annual Bonus Opportunity

*****Contact info: info@galeadrinks.com*****