

Clark Foyster Wines Ltd

London Full Time

Reference: CFW sales role

We are looking for an exceptional person to join our sales team working with on-trade and off-trade customers. Your general attitude and your willingness to extend your wine knowledge will be as important as your existing experience.

The company

Clark Foyster Wines Ltd is an independent wine importer founded in West London (W5) in 2003. We supply a range of top wines to various sectors of the trade including restaurants, independent retailers and national accounts. We have a strong reputation for our excellent range of wines, which we source directly from classic regions as well as lesser-known areas. We pride ourselves on our relationships with our producers and we aim to speak with real enthusiasm and expertise about the wines which we import.

The role

You will be responsible for managing accounts with existing customers as well as developing new business opportunities. You should ideally have proven wine trade sales experience with a track record of developing sales with a range of high calibre accounts and you should have a good knowledge of the London On-Trade and Off-Trade with an understanding of the requirements of different customers. You will have strong wine knowledge and a genuine passion for wine. You will be able to speak with enthusiasm and with authority about our portfolio.

You will be self-motivated, hard-working and well-organised. You must have a positive and resilient personality, plenty of common sense and excellent communication skills, both speaking and writing. Ideally, you will have a good level of spoken French. You will have good computer skills and demonstrate close attention to detail. You should be outgoing and sociable, but also know when to keep quiet and listen. You should have a flexible approach, be a genuine team-player and be willing to help out with other tasks from time to time. A driving licence would be a distinct advantage.

Salary will be competitive and dependent upon experience. We offer a company bonus, pension and 28 days holiday. We offer excellent opportunities for training and development as well as a friendly and flexible working environment. We believe strongly in wine education and support WSET qualifications and producer visits.

Additional Application Instructions

Please email Isabelle Clark at cfwjob@gmail.com with a covering letter to explain why you are the person we are looking for and attach a CV. Closing date for applications: 23rd February 2018.

Desired WSET Qualifications

Level 3 Award in Wines (or Level 3 Award in Wines and Spirits)

Sector

Sales

Specialism

Wine

Other Specialism

On-trade and Off-trade sales