

**Position: Downtown Wine Sales, Chicago – On and off premise.**

**Job Description:**

Candid Wines is hiring a full time sales person to be focused on Chicago accounts on and off premise. The ideal candidate has an in depth knowledge of and extensive relationships with Chicago restaurateurs and wine-centric retailers derived from a minimum of three years of success selling small production, terroir driven wines to the industry's top accounts. Proof of the ability to open new accounts and achieve organic growth will be sought. Candid Wines believes that the world's greatest wines at any price point come from the world's healthiest grapes. Demonstrable success selling wines expressing a sense of place as well as experience and success in an entrepreneurial environment are requirements.

Applicants considered for employment will submit the following:

1. Cover letter detailing their interest in this position.
2. Detailed resume that demonstrates success selling wine in Chicago.
3. Reference contacts from their most recent employers and customers.
4. A favorite recipe, a description of an ideal pairing, a wine related photo they took, a poem, or some related piece of evidence proving that the world of wine and food is where at least one of their true passions lies.

**Skills / Qualifications:**

The applicant awarded the job will:

- 1) be energetic, positive wine lover with a disciplined, professional approach to sales and a track record of Chicago wine sales success. (Minimum 3 years experience in this market);
- 2) be an entrepreneur;
- 3) have long term customer relationships and see the potential for creation of new ones;
- 4) most likely experience a positive, Pavlovian reaction when they read "Muscadet" and "Oysters". (Technically, a love of oysters is not a requirement of employment.)
- 5) be independent, strong willed, and able to thrive in an entrepreneurial culture that values team work;
- 6) be well spoken and able to communicate the magic contained in some glasses of wine to experts and to laypersons alike;
- 7) have spent time in wine producing regions and will have either worked harvest and crush, or will be envious of those who have;
- 8) understand the impact of farming methods on the environment and on the wine that is bottled;
- 9) complete sales with timely collections where required;
- 10) be able to carry 40 lbs as comfortably as they carry on conversations with perspective clients;
- 11) have access to the internet;
- 12) have reviewed the wine videos on [askawinemaker.com](http://askawinemaker.com);
- 13) appreciate the difference between heirloom and hybrid tomatoes;

- 14) be able to move around Chicago either in their own car or using the CTA with efficiency and speed required to conclude sales at multiple accounts each day;
- 15) be proficient in Microsoft Office suite of programs; and
- 16) possess skills different from those existing within Candid Wines that surprise and challenge the company's owners, to whom she or he will report directly.

### **Additional Information**

- Local candidates only, no relocation (Greater Chicago Area).
- Our compensation package is built to reward the area's most successful sales people with the industry's highest salaries.
- Benefits are offered.

### **About Candid Wines**

Candid Wines is Chicago's first and only wine distribution company founded to represent wines grown on organic, biodynamic and sustainable farms. We are wine lovers. We are also foodies. Some of us have worked harvest in France or California; some of us have worked in kitchens or on bottling lines. All of us have listened to the voices in our heads that said "work is good, but working with wine is better". We are fortunate and grateful to work with people who grow and produce some of the world's finest wines. The good work done by our producers in the cellar and the vineyard allows us to offer wines that can be considered best in class for type of wine we sell.

### **Contact:**

Applicants meeting the above criteria are encouraged to apply. Please send information to:

Email: [happy@candidwines.com](mailto:happy@candidwines.com)

Snail Mail:

Candid Wines  
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