



## **Sales Account Manager – Hong Kong**

### **The Company**

Cellar Link is an Australian business providing unparalleled wine collection management solutions to clients worldwide, including:

- Wine Inventory Management
- Wine Storage
- Wine Retail and Brokerage Sales

Cellar Link's fully integrated global wine management portal enables clients to manage their global wine collection online. The system was designed and implemented in strategic partnership with Sage Software Group and is subscription based. By opening an account clients have access to a range of services such as secure, climate controlled storage facilities in Australia, Hong Kong, UK and USA, ability to track and trace wine in transit, expert trading advice, comparative global valuations, tasting notes, ratings and peak drinking windows.

Cellar Link retails a huge selection of fine & rare wine through online stores in Australia, HK, USA & UK & the B2B brokerage department trades with all major restaurants.

### **Position Description**

We are looking for an energetic, professional and dynamic fine wine Sales Account Manager based in Hong Kong, reporting to the Sales and Customer Service Manager to spear head our Hong Kong operations.

We are offering a competitive retainer plus commission, access to ongoing wine education, the opportunity to be part of an exciting new global business, and potential for career progression.

### **Position Duties**

- Establishing a network of sales clientele and chasing new leads, from private drinkers and collectors to restaurants and retail businesses
- Developing strong client relationships
- Promoting our brand
- Implement sales campaigns
- Manage sales budgets
- Achieve and exceed individual KPI's.
- Seeking out new business opportunities

**Requirements:**

- Passionate about wine with a strong knowledge of Australian and French fine wine
- At least five years experience working in fine wine sales and WSET certification to Intermediate level or above preferred
- Previous sales experience in direct customer sales and relationship management
- Good telephone manners and interpersonal skills are essential
- Good command of spoken English, Mandarin and Cantonese
- Outgoing and attractive personality with a genuine interest in meeting and interacting with people
- Motivation, enthusiasm, result-oriented and able to work under pressure
- Computer literate
- Honest and ethical, and prepared to put in the hard work necessary to build the brand

**Start date: immediately.**

Interested applicants should send full resume with covering letter & expected salary to:

**Matthew Rice** at [jobs@cellarlink.hk](mailto:jobs@cellarlink.hk)