Classic
BEVERAGE COMPANY

Open Position Notice

May 8, 2025

Position Title	Brand Manager – Wine
Department	Sales
Reports To	Portfolio Manager
Pay Range	Salary $75,000-90,000; Additional Incentive & Bonus Pay Possible
	Note: the pay may be more or less than the posted range, the posted range is a good-faith and reasonable estimate of the range of possible compensation at the time of the posting.
Application Deadline	May 16, 2025
Position Description	Directs and coordinates the activities of assigned suppliers to maximize sales and profits of their goods. The Brand Manager is the first point of contact for their suppliers and acts as their advocate within Classic. They are the expert for their brands and help with training, goal setting, inventory management, market targeting, and promotions.
Duties and Responsibilities	A yearly planning meeting with each supplier to establish case goals, distribution goals, and market promotion strategy. Monthly contact with each supplier (could be a note, phone conversation, meeting, etc.), acting liaison for the brand through good and bad. Pricing and programming set up and maintenance and collaboration with suppliers for needed support, maximizing both sales and GP. Recommendation of product selection for each supplier (new products, products to change to *SO, etc) Regular review of inventory to anticipate inventory needs to ensure proper stock levels (not excessive or short), make buying recommendations to purchasing team, avoiding and rectifying aged inventory. Relay of pertinent information to sales team – focus, supply issues, priorities etc. Review of supplier AR accounts to ensure accuracy and keep vendors current. Manage budgets, forecasts, pricing and sales strategies to achieve sales and financial goals. Tracking of progress toward goals. Working with DM's and sales staff to direct and maintain pace. Product education and training of sales team, serve as the internal representative of assigned brands. Market support, working with sales team in the field and providing support for presentations, staff trainings, special events etc. Other duties and responsibilities as assigned.
Useful Skills and Experience:	Supplier/Importer experience – local / regional level Wholesale Sales experience, Management experience a plus Market Knowledge / Connections Purchasing experience – Retail, on-premise, wholesaler Computer skills – Excel, Word, Diver, Adobe Pricing / Programming experience and math skills

Contact	Bruce Kampman bkampman@classicbevco.com

Classic Beverage Company uses the criteria of merit, qualifications, and abilities to determine hiring decisions and promotions within the organization. Classic Beverage Company does not discriminate in the employment opportunities or practices on the basis of race, color, religion, national origin, ancestry, age, sex, marital status, order of protection, disability, military status, sexual orientation or sexual identity, pregnancy, unfavorable discharge from military service, genetic information or other segmenting factor protected by law.

Any employee(s) with questions or concerns about any type of discrimination in the workplace are encouraged to bring these issues to the attention of a supervisor, Human Resources, or the CFO.

Classic Beverage Company will consider all reasonable accommodations for qualified individuals with known disabilities unless doing so would result in an undue hardship to our organization. This policy applies to all aspects of our employment relationships, including staffing, job requirement, salary, corrective actions, termination, as well as access to benefits and training.

2025 Benefit Information

Full-Time Employees

- Medical: United Health Care – cost shared between employer/employee
- Voluntary Long Term and Short-Term Disability – Paid by employee
- Dental Insurance – Paid by employee
- Vision Insurance - Paid by employee
- 401(k) retirement plan – Safe Harbor employer matching
- Six (6) paid holidays