

## **Wine Distributor Sales Representative – Flying Otter Tasting Room & Winery**

Flying Otter Vineyard & Winery is seeking a motivated, outgoing, and enthusiastic Wine Distributor Sales Representative to grow awareness and distribution of our award-winning, estate-grown wines throughout Southeast Michigan and beyond. This part-time position is ideal for someone who enjoys building relationships, promoting locally crafted wines and ciders, and introducing our products to restaurants, retailers, and other licensed establishments to increase sales and expand our market presence.

### **Responsibilities:**

- Be knowledgeable about Flying Otter's wines, vineyard, and story, and stay current on new vintages and product offerings.
- Promote Flying Otter wines and educate buyers about our unique cold-climate grape varieties and award-winning wines.
- Identify and pursue new account opportunities while building relationships that increase brand awareness and sales.
- Develop and maintain relationships with retailers, restaurants, bars, event venues, and specialty shops.
- Maintain regular communication with accounts regarding inventory, sales performance, product availability, and marketing opportunities.
- Deliver or coordinate the delivery of inventory as needed.
- Conduct wine tastings, product presentations, and answer questions from vendors and customers.
- Provide market feedback and competitor insights to management.
- Assist with marketing initiatives, including shelf talkers, bottle neckers, point-of-sale materials, and other promotional efforts designed to increase sales.
- Assist with wine tasting events and promotional activities as needed.
- Represent Flying Otter Vineyard & Winery in a professional, knowledgeable, and enthusiastic manner.

### **Required Skills & Qualifications:**

- Must be at least 21 years of age and able to obtain a Michigan Salesperson Liquor License.
- Must possess a valid Michigan driver's license, maintain a clean driving record and auto insurance, and be willing to travel throughout Southeast Michigan.
- Have a passion for wine and a strong appreciation for Michigan agriculture and locally produced products.
- Previous sales, hospitality, beverage industry, or customer service experience preferred.
- Strong communication, networking, and relationship-building skills.
- Strong organizational and time-management skills, with the ability to track leads, manage accounts, and consistently follow up on sales opportunities in a timely manner.
- Self-motivated with the ability to work independently.
- Comfortable making cold calls and introducing products to prospective accounts.

**Compensation:**

- Flexible part-time schedule (approximately 20+ hours per week).
- Paid wine and product training.
- Starting at \$18/hour (higher based on experience), plus commission and performance-based bonuses.
- Access to a shared company vehicle for sales and distribution activities.

Flying Otter Vineyard & Winery is a family-owned, environmentally verified estate winery located between Adrian and Tecumseh, Michigan. We specialize in handcrafted wines made exclusively from grapes grown in our vineyard, showcasing the unique character of Michigan's cold-climate grape varieties.

If interested, please email your resume to [positions@flyingotter.com](mailto:positions@flyingotter.com).