



Wholesale salesperson in greater Los Angeles

Canopy is a New York-based importer and distributor. We import and distribute fine wine from South Africa, France, and Spain. Founded and managed by wine producers, we strive to source wines that exhibit elegance, drinkability, and respect for terroir. We provide comprehensive service for discerning retailers, restaurateurs, and hoteliers in New York, New Jersey, Connecticut, and California.

We are looking for a salesperson to join our team of East Coast salespeople and serve customers in greater Los Angeles.

This is the perfect job for someone who wants to gain exposure to the wine industry and who is willing to do the hard work needed to establish new customers in the marketplace. You will be responsible for presenting our portfolio of wines to potential customers such as wine shops, restaurants, hotels, and bars. You will follow-up with sales leads to solicit orders and serve existing customers. We are a small business and require everyone to commit to help make the company a success. You will need to:

- Schedule appointments and introduce our wines to potential customers
- Travel extensively across greater Los Angeles
- Be persistent without being pushy
- Solicit orders and ensure that customers keep our wines in stock
- Keep diligent records of sales leads and customer activity
- Conduct wine tastings and other marketing activities to generate awareness
- Identify and organize partnerships, sponsorships and other marketing opportunities
- Analyze sales trends and customer preferences

Schedule and salary

This is a full-time position, and you will be expected to work a full day each work day. You will work remotely, and most of your day will be spent travelling to and from customers. Compensation consists of a base salary and a commission on sales.

Important instruction for applying

Applications should be sent to jobs@canopywines.com: please use "Los Angeles sales" as the subject line and include a copy of your résumé/CV. We will contact you should you be selected for an interview.