

# TRADEWINDS



Tradewinds Specialty Imports, LLC  
P.O. Box 73922  
Washington, DC 20056-3922

**Job Location:** DMV Area

Washington DC, Maryland and Northern/ Southern Virginia

**Position:** Sales Representative

**What we do at Tradewinds:** Tradewinds Specialty is a DMV based importing/distributing company of fine alcoholic beverages. Our portfolio consists of a collection of sustainable, organic and natural wines, spirits and craft cider from the USA, Europe and South America. We are a diverse team of fun people, all with families of our own. Our success as a company is a direct representation of who we are as individuals, and we take our reputations very seriously. We are a dynamic, forward-thinking, hard-working bunch. We collaborate, suggest ways to improve as a team, execute tasks in an efficient manner, and after that...we celebrate together and move on to the next project.

**What are we looking for:** We are looking to grow our Sales team **immediately**, with an opening for the following territories: DC, Northern VA, Southern VA (Richmond based), and Maryland. If you are someone who is looking for a career that guarantees growth, (both personal, financial and professional) enjoy working on your own without needing to be micromanaged and have some knowledge or desire to learn more about the expansive world of wine and spirits, then please keep reading!

### **What we have to offer:**

- Commission based sales position with stipends and sales bonuses (estimated 60K-65K for initial full year) "sky is the limit"
- Health Care and 401 (k) Benefit package(s)
- WSET continued wine & spirits education – from our friends at Capital Wine School (<https://capitalwineschool.com/>)
- Option to purchase portfolio products at discounted price
- Incentive Trips to visit suppliers (Based on supplier incentives and sales goals)

**What we need from you:** We are a family-owned company, we have a big portfolio, big territory and big clients, and big goals that are always being expanded. Having your own car that is dependable enough to be your mobile "office" is an absolute must. After that, you've got to be the type of person who is capable of seeing the word "no" as a response, not a final answer, have a strong inner focus on self-improvement, be extremely organized, efficient and motivated to see your own financial growth. In order to follow our systems in place you should know how to use computer software (SevenFifty, calendar, MS suite, email, social media etc.) to help organize your time and track your progress. Your main focus would always be on opening new accounts, growing existing accounts, constantly setting and meeting new goals. Our company is focused on fine wines and spirits, so although it could be a relatively simple transition (theoretically) for someone who has a solid working knowledge of wines, regions and hospitality, this is absolutely not a necessity! Regardless of prior knowledge or experience, you need to dedicate time to independently study our portfolio, and have a natural hunger to learn more in order to be successful at your task of selling our products.

We need you to be friendly, approachable, good at managing the many different personalities you will inevitably come across on a daily basis. Patience, understanding, tolerance, and acceptance of others is a big deal to us and is completely non-negotiable.

**If you feel like this speaks to you, we would love to meet you and begin the conversation that will hopefully lead to you being the next member of our crew! Please send your resume and a brief bio to [Esalgado@TradewindsSpecialty](mailto:Esalgado@TradewindsSpecialty) and [KimH@TradewindsSpecialty.com](mailto:KimH@TradewindsSpecialty.com)**