

# *Famille G. Vigouroux*

MALBEC FRANCAIS DEPUIS 1887

Famille G. Vigouroux has been contributing to the reputation of the great wines of Occitanie since 1887, perpetuating its know-how for five generations. A pioneer of the Cahors Appellation and a specialist in French Malbec, it runs several wine estates, including Château de Mercuès and Château de Haute-Serre. The group also owns three sales outlets, a bistronomic restaurant (La Table Vigneronne de Haute-Serre) and a 4-star Relais & Châteaux hotel-restaurant with a Michelin-starred gastronomic restaurant (La Table gastronomique de Mercuès). With around 50 employees (FTE), the G.Vigouroux family is present in more than 30 countries, with an unrivalled 'Premium' positioning.

We are currently looking for **an Export Salesperson** who is passionate about the world of wine and motivated by the challenges of the international market to join our dynamic team and contribute to our development on international markets. (Europe, USA, Latin America, Asia).

## **Job description :**

Higher education in business. You are passionate about wine and Malbec in particular. You are sensitive to fine gastronomy and the pleasures of the table.

You must have demonstrated your ability to sell quality products in a highly competitive environment where customers are resistant to change.

You excel at discovering new opportunities and are regarded as a 'hunter'. You have demonstrated your ability to adapt to a variety of contacts and to close direct sales. Enthusiastic and dynamic, you enjoy human contact, you know how to build a relationship based on quality and trust, and develop customer loyalty.

You are autonomous, tenacious and organised. You have a proven ability to work independently and are often out in the field.

## **Your tasks:**

- Identifying the major players, monitoring the competition, existing offers and the needs of the target areas.
- Take over existing international customers and develop them.
- Prospecting and developing new customers (importers, distributors and key accounts in the various markets).
- Negotiate and sell products to customers in line with their demand and market trends.
- Provide commercial follow-up for existing customers: manage orders in close collaboration with the sales department, respond to enquiries, build customer loyalty.
- Ensuring compliance with international transport legislation and regulations.
- Representing the company at trade shows and specialist events (fairs, tastings, etc.).
- Monitoring sales targets and reporting regularly to management, using and updating the CRM.
- Coordinate relations and data with production (stock), logistics, marketing and finance.
- Participate in the preparation of administrative files for export aid (France Agrimer).

**Profile required:**

- A particular interest in the wine industry and Occitan wines.
- Fluency in English is required
- Bachelor/Master's degree in business
- At least 5 years' significant experience in a similar position

**Benefits:**

- Flex time - 38.5-hour week
- 50% of health insurance paid by the company
- Variable bonus depending on targets set
- 13th month
- Company events
- Gross remuneration from 40k euros per annum depending on experience

**Send your CV + covering letter to :**

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