TITLE: Sales Director, National Grocery, Natural & Specialty
LOCATION: US

THE OPPORTUNITY:
hint® water is seeking a high-energy, results-driven Sales Director, National Grocery, Natural & Specialty to help scale hint®, one of the fastest growing beverage brands in the US. Reporting directly to the SVP, Beverage, this person will oversee and manage key national accounts, supporting all aspects of the sales cycle, including management of existing accounts and distributor relationships. A proactive approach to all aspects of customer and distributor management is a must!

WHAT WILL YOU DO?

- Responsible for building & managing relationships with national grocery, natural & specialty chain accounts
- Responsible for developing and implementing hint® account strategies in order to achieve predetermined brand, volume, and Key Performance Indicator objectives for the assigned division
- Conducts analysis and develops presentations that increases the company's feature and display activity, expands distribution, optimizes shelf position that increase volume and market share within the division
- Proactively execute customer development strategies as identified by SVP, Beverage
- Initiate regular correspondence to communicate chain account progress and/or setbacks to all impacted field sales, distributor personnel and management
- Work with the field sales team to develop and communicate chain execution expectations and standards for DSD
- Use category management expertise in order to maximize distribution, shelf presence, cold box presence, feature ad support, and display impact in all assigned accounts
- Maintain and analyze distributor and market data regarding account performance, as well as Nielsen performance and prepares reports for senior management
- Stay abreast of competitive climate in assigned territory
- 80% of time divided between sales calls, distributor calls and developing business
- 20% of the time home office paperwork, phone calls and follow-up communication
- Travel to customers via car, train, subway, taxi and air

WHO WILL YOU WORK WITH?

- Manager: Report directly to SVP, Beverage
- Regional Sales Team: Work with District and Regional Managers (where relevant)

WHO ARE YOU?

- You have a Bachelor's degree
- 7+ years proven Sales leadership in Account Management with 3+ years in managing key national chain accounts
- Independent, self-starter who excels in a fast-paced organization
- Solutions oriented with excellent out of the box thinking skills
- Proven analytical and category management skills
- Excellent relationship building and negotiation skills
- Excellent interpersonal & communication skills (oral & written)
- Good organizational, planning and follow-up skills
- Solid understanding of requirements to deliver profitable business
- Excellent presentation skills

- Excessive travel might be necessary, occasionally requiring air travel; must have a valid driver's license
- You are passionate about a healthy lifestyle and hint®!

WHO ARE WE?
hint® water is a refreshing alternative to sodas, juice and other sweetened drinks and it tastes great! We are on a mission to help the world live a healthy lifestyle, both by offering our beverages for consumption, and by supporting other healthy initiatives. Apparently, we have struck a chord, and our water is popping up in all sorts of places such as Time Magazine, the Academy Awards, on *Grey's Anatomy* and in the hands of fans such as John Legend, Steven Spielberg and Charlize Theron. hint® was named one of the "15 Startups You Need to Know for 2015" by Forbes.

Founded in 2005 by former AOL Executive and Award Wining Entrepreneur, Kara Goldin, hint® water has expanded to over 16 delicious flavors and 6 flavors of hintfizz®, a line of unsweetened sparkling water. We recently introduced our third product line, hint **kick™,** marrying the same delicious fruit-kissed water with a light touch of caffeine! The leader in flavored essence water, hint® and hintfizz® can be found in fine retailers across the United States such as Target, Whole Foods, Kroger, Sprouts and Gelson's. hint® waters can also be purchased online at www.drinkhint.com and Amazon.com.

The idea behind hint® is simple: pure water, nature's original refreshment, accented with natural flavor. No sugar, no sweeteners. EVER.

HINT, Inc. is headquartered in San Francisco, California.
www.drinkhint.com

If this sounds like you, please send cover letter and resume to: jobs@drinkhint.com. Please include "Sales Director, National Grocery, Natural & Specialty" in the subject line – thanks.

We look forward to meeting you.