**About Gallo**

Over Eighty years ago, with humble beginnings, brothers Ernest and Julio Gallo began E. & J. Gallo Winery. Today, we are the world's largest family-owned winery. We distribute wines to 90 countries and are the largest exporter of California wine. E. & J. Gallo Winery employs a creative and talented team of more than 5,000 people. We truly believe that the contributions of our employees are what make our Winery a dominant force in the ever-growing wine industry. If want to work with great people and enjoy a career in a dynamic industry expected to double in the next 10 years, see what opportunities await you at E. & J. Gallo Winery!

**Job Summary**

Currently the Gallo Distributor is searching for a candidate to fill a position in our Sales Internship Program. This Internship is designed to advance the employee’s growth and develop personal selling techniques designed to maximize the sale and distribution of Gallo brands with existing and prospective retail accounts.

**Essential Duties and Responsibilities**

- Takes direction while supporting the functions of the distributor sales team.
- Participates in calls on accounts to provide service and merchandising support.
- Lifts and moves cases of wine while demonstrating how to merchandise and building displays.
- Participates in developing positive relationships with customers and prospective customers.
- Participates in design critiques when appropriate.

**Minimum Qualifications**

- High school diploma or GED.
- Required to be in Sophomore standing and obtaining a Bachelor’s degree.
- Permanent, legal right to work in U.S.
- Valid, unrestricted California driver’s license and clean DMV record; no more than 2 moving violations within the past 3 years and no DUI/DWI convictions within the past 5 years.
- Required to lift, move, stack, etc., product cases weighing approximately 50 lbs. each.
- Required to work independently and manage time commitments to meet established service goals.

**Preferred Qualifications**

- Demonstrated Leadership skills.
- Excellent oral and written communication skills.
- Excellent organizational skills.
- Experience in managing multiple priorities.
- Experience in problem solving skills.
- Demonstrated teamwork experience.

**Location**

- Gallo Wine Company is based in Los Angeles, CA.

**How to Apply**

- Application will be posted Spring of 2016
Management Development Program

An accelerated program designed to give participants a thorough foundation in consumer goods sales and sales management in preparation for a career in field marketing management. Due to the decentralized nature of sales activity in the wine industry, no two people’s development experience will be exactly the same. The developmental path to field marketing success is a three-phase program.

**Phase I – Distributor Sales Representative**

Your assignment as a Gallo Distributor Sales Representative will be demanding and challenging (as well as fun) as you begin to demonstrate, and then master, professional skills in territory management, selling, merchandising, and servicing. While the primary intent of the program is to develop candidates for the E & J Gallo Winery, some people’s careers develop in management of independent distributors.

As a sales representative, you will be responsible for maintaining and expanding the sales of all Gallo brands in an established retail territory. Regardless of the distributor or the location, you will receive thorough professional training from day one.

**Phase II – First Level Sales Manager (District Manager)**

If you succeed, the most common (but not the only) next step is promotion to Distributor District Manager. This is the first stage in sales management and executive training. Here you will learn how to manage and motivate people through actual experience. The basic principles of management learned here will be essential in every phase of a career in the wine industry. Again, your training will be both on-the-job and through formal classroom seminars. You will participate with a small group in a series of management workshops. These workshops are designed to give you a solid understanding of both theoretical and pragmatic management practices you will master with day-to-day application. Your specific timetable as both a Sales Representative and a District Manager will depend on your own growth and development in preparation for the next assignment.

**Phase III – Area Manager, Field Marketing MGR., Trade Development, On-Premise**

The purpose of Phases I and II is to prepare candidates for a number of career opportunities both with the wholesaler and the Gallo Winery.

Your first “field assignment” will give you the opportunity to develop markets through independent distributors and their organizations. You will be assigned the responsibility to develop and implement specific sales and marketing programs for your marketing area.

Area Manager enables you to broaden your management responsibilities at the next level. You will typically have two to three District Sales Managers working for you with a team of sales reps under them.

Trade Development enables you to utilize marketing and sales techniques in an effort to affect corporate chains like Albertsons or Safeway.

With every position, new challenges and adventures allow you to achieve new managerial skills, industry knowledge and overall career growth!

www.gallo.com & www.gallomdp.com

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