



## **Company**

Q Tonic makes the world's best tonic water, using handpicked Peruvian quinine and organic agave to create a tonic worthy of superior gins and vodkas. We are a Brooklyn-based start-up and our products are sold at leading bars, restaurants, and gourmet grocery stores including:

- Whole Foods
- Gramercy Tavern
- Four Seasons
- PDT
- Wine Library
- Gary's Liquors

Q Tonic has been called "Amazing" by Gourmet Magazine and been featured by Esquire, the New York Times, the Wall Street Journal, Details, Newsweek, and NBC's Today Show among many others. For more information, please visit [qtonic.com](http://qtonic.com).

## **Job Description**

Q Tonic is hiring a **Sales and Education Leader** to build our business in the New York City Region, including all of New Jersey, Long Island, and Southern Connecticut. We seek an authentic, nurturing, and entrepreneurial person to lead sales and support efforts at restaurants, bars, gourmet groceries, and liquor stores. The hire will spend virtually all of their time in the field, visiting accounts.

## **Job Responsibilities**

To conquer the New York City region for Q Tonic, signing on new accounts and ensuring their success with great sales and education support. The hire will work closely with staff from our local distributors to:

- Develop and maintain relationships with key personnel in key accounts through a regular account rotation
- Strategically target potential new accounts, identifying appropriate venues and contacts, then set up and conduct sales visits
- Conduct tastings at gourmet groceries and liquor stores
- Perform training sessions for bartenders and waiters
- Plan and staff events, eg. events co-sponsored with liquor companies
- Act as a public face of Q Tonic at local industry events

## **Qualifications**

We are looking for someone with superior communication skills who is resilient, able to work independently, and willing to pound the pavement. Ideally the hire would be a "foodie" or "drinkie". The person doesn't need to be from the food/beverage industry (though that would be great), but s/he should be excited about things like what a balanced cocktail is. Previous sales experience would be nice but it's not necessary. Desire to work hard, build relationships, build something great is. The hire needs to be able to drive, and it would be nice if they already had a car (we'll reimburse for mileage.)

## **Compensation**

A base salary in the \$30Ks plus performance bonuses (and lots of tonic water.)

## **Applying**

If you're interested, email a resume and cover letter to Jordan at [Jordan@qtonic.com](mailto:Jordan@qtonic.com).