



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. Our second product Q Ginger, is about to launch nationally. We are a Brooklyn-based start-up and our products are sold at the world's leading bars, restaurants, liquor stores and gourmet groceries including:

- Whole Foods
- BevMo!
- Henry's
- Bristol Farms
- Rainbow Grocery Coop
- Mustards Grill
- William Sonoma

Q Tonic has been called "Amazing" by Gourmet Magazine and "a tonic water as authentic as they come" by the New York Times, and we have been featured in O Magazine, Details, Newsweek, and on NBC's Today Show and Martha Stewart Living among many others. For more information, please visit qtonic.com or qginger.com.

Job Description – Regional Sales Manager – Los Angeles Based

Q Tonic is seeking a hardworking, energetic and entrepreneurial person to take hold of our west coast business and build it to the next level. The territory includes but not limited to LA, SF, Vegas, Phoenix and Pacific Northwest. You will lead sales and support efforts at restaurants, bars, gourmet groceries and liquor stores, primarily spending your time in the trade. Effort will be split between opening new accounts, supporting existing business and managing the local distributor network. Q Tonic is a rapidly growing early-stage company and we need someone with the talent and drive to grow with us.

Job Responsibilities

To conquer the west coast for Q Tonic, you will:

- Target key chain and independent accounts in the major metro markets within the region
- Develop personal relationships with existing and potential accounts and key decision makers.
- Drive sales at existing accounts through in store execution of HQ initiatives
- Work closely with distributor management teams and ensure top of mind approach towards sales and marketing efforts
- Monitor market trends, identify competitive activity and develop action plans

Qualifications

We are looking for someone who is hungry, honest, and happy. You should also be highly organized, extremely resilient, and able to work independently. You don't need to be from the food/beverage industry, but you should like quality food and drink. Previous sales experience is not necessary. The desire to work incredibly hard, develop relationships, and build something great is.

Compensation

Base salary plus quarterly performance bonuses (and lots of tonic water and ginger ale.) Other benefits include health insurance, paid vacation, vehicle reimbursements.

Applying

If you're interested, email a resume and cover letter explaining why you'd be a good fit to jobs@qtonic.com. Please make the subject of your email the answer to the question on the bottom of our Q Tonic 4-pack carton.