

Our client is one of Champagne's leading Houses, recognised worldwide for the quality of its wines. The Maison is rooted in over 200 hectares of Premier and Grand Cru vineyards and is committed to sustainable growth as a Mission-driven Company. To support its continued expansion in the UK and international markets, they are looking to recruit a French speaking **Export Area Manager UK & Asia**, based in London.

Reporting to the Commercial Director in Reims, you will be responsible for developing sales across the UK and selected Asian markets while acting as a brand ambassador for this prestigious Champagne House.

#### **ROLE of the Export Area Manager:**

- Developing and implementing the commercial strategy for the UK and assigned Asian markets
- Identifying new business opportunities and growing existing distributor and importer partnerships
- Supporting, training and motivating importer sales teams to maximise brand performance
- Managing key customer relationships and representing the Maison with distributors, trade partners and influencers
- Promoting the brand at trade fairs, tastings, dinners and industry events
- Analysing sales performance and providing regular commercial reporting and market feedback
- Working closely with the Commercial Director to achieve ambitious growth objectives
- Travelling regularly within the UK and internationally (approximately six weeks per year)

#### **PROFILE:**

- Fluent in both **French and English with strong communication skills**
- Minimum **5 years' experience** selling Champagne or premium wines within the UK market as a Sales Manager, Territory Manager, Area Sales Manager or similar
- Strong understanding of the UK wine trade and distributor network
- Commercially driven with proven business development experience
- Passionate about wine, gastronomy and premium brands
- Excellent relationship-building, presentation and communication skills
- Well organised, analytical and results-oriented
- Master's degree in Business or equivalent preferred
- Full right to work in the UK is essential

#### **SALARY & BENEFITS**

- Basic up to £50k/y + bonus
- Private pension

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