



## Area Sales Manager – Los Angeles, California

### Join the Fast-Paced, High-Growth World of Twenty20 Beverages!

Are you a self-starter with an entrepreneurial spirit? Do you thrive in dynamic environments where you can build relationships, drive sales, and make a real impact? If so, we want you to join **Twenty20 Beverages**—a company redefining the spirits industry by giving high-potential brands the power to compete against multinational giants. Our team is passionate about delivering BIG COMPANY capabilities while maintaining the personal touch of a smaller operation.

Since 2015, Twenty20 Beverages has been a disrupter in **brand-building**, helping emerging spirit brands thrive in the three-tier system. We're looking for a **driven, personable, and results-oriented** individual to join our team as an **Area Sales Manager in the Los Angeles area**.

### What You'll Do:

As an **Area Sales Manager**, you'll be the face of our brands in your territory, responsible for driving sales and building long-term relationships with our distributor partners and customers. This is a field-based role with **80-90% of time spent in the market**. Your focus will be on expanding distribution, driving volume growth, and developing key accounts across both **On and Off Premise** channels.

- **Lead & Motivate** – Inspire distributor teams to passionately sell our portfolio, acting as the go-to brand expert.
- **Strategize & Execute** – Develop and implement innovative programs, activations, and retail promotions to drive brand awareness and sales.
- **Engage with Consumers** – Represent our brands at **industry events, tastings, and promotions** to create memorable experiences and drive pull-through sales.
- **Drive Sales & Brand Growth** – Secure new distribution, increase brand presence, and execute sales strategies to maximize revenue.
- **Build & Nurture Key Relationships** – Work closely with distributors, retailers, and On Premise accounts to ensure our brands get prime placement and visibility.
- **Own Your Territory** – Your role is to consistently grow our brands presence in your area of responsibility. Consistency, follow through, communication and creativity are keys to success.

### What We're Looking For:

- **Entrepreneurial mindset** – You're proactive, ambitious, and excited to build something big.

- **Industry knowledge** – You live in and understand your market, with existing relationships in the **alcohol and hospitality** industries.
- **Sales expertise** – Minimum **2 years of sales experience**, preferably in both **On and Off Premise** channels.
- **Relationship-driven** – You love engaging with people from all backgrounds and excel at building lasting connections.
- **Organized & analytical** – You can plan, execute, and measure the success of your strategies.
- **Self-motivated & adaptable** – You thrive in fast-paced environments and aren't afraid to roll up your sleeves.
- **Valid driver's license** – This role requires frequent travel within your assigned territory.

### Why Join Twenty20 Beverages?

- **Be part of a rapidly growing company** in an exciting industry.
- **Make a tangible impact**—your work directly contributes to the success of emerging brands.
- **Competitive Compensation Package:**
  - Salary range **commensurate with experience**
  - **Performance-based yearly bonus**
  - **Monthly car allowance & expense account**
  - **Comprehensive benefits package**
- **Flexibility & Autonomy** – You're empowered to run your territory like your own business.

### How to Apply:

If you're passionate about building brands and driving results in the alcohol beverage industry, we want to hear from you! Please email your resume to:

**Zach.Theiss@twenty20beverages.com**

---

**Twenty20 Beverages is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.**