

ORGANIZATION DESCRIPTION:

The E&J Gallo Winery is the largest winery in the world, currently doing business in over 97 countries. Our portfolio of products includes such brands as: Gallo of Sonoma, Turning Leaf, Barefoot Cellars, Black Swan, Ecco Domani, and Bella Sera to name a few. Founded in 1933, Gallo remains one of the largest and most successful privately held companies in America. An innovative approach to developing and marketing new products (along with existing brands), allows Gallo to constantly offer new and exciting choices to consumers in a growth oriented industry. Thanks in large part to the efforts of the E&J Gallo Winery, the wine business in the U.S. is stronger than ever.

JOB DESCRIPTION:

E. & J. Gallo Winery Sales Management Development Program (MDP). Entry level sales position with an accelerated career path through promotional steps based on merit. Our highly selective 3-Phase MDP is focused on college graduates of diverse backgrounds who demonstrate talent, leadership, and potential. While the MDP career path may eventually lead to assignments in international sales and marketing, brand management, training and recruiting, and finance, the primary purpose is to develop candidates for increasing responsibility in two functions: Field Sales/Marketing Management and Trade Development.

Three Phases:

Phase I - Distributor Sales Representative (Territory Manager)

Phase II - District Sales Manager

Phase III - Field Marketing Manager, Trade Development Manager, Fine Wine Manager