



NEXT CENTURY

• SPIRITS •

Sales Analyst & Pricing Manager Next Century Brand Group

Who we are: Established in Raleigh, NC in 2018, Next Century Spirits blends together traditional techniques and unique finishing technologies to create enhanced distilled spirits. Our patented post distillation filtering and finishing technology creates a tool for the traditional distiller to expand their repertoire of achievable flavors and aromas while improving quality, maintaining consistency, and reducing supply chain issues. This technology allows for tight control over the entire production process, resulting in the ability to create bold and unique flavor customization options for brands to choose from in order to expand product portfolios and fulfill market needs. As we have matured so to have our aspirations of developing our own portfolio of brands. Our ever-growing portfolio is currently anchored by Yelowolf's Creek Water American Whiskey and the soon to be released Greg Norman's Caddy Cocktails RTD line and award-winning Bear Fight American Single Malt whiskey.

Primary Duty: To manage our by market, by distributor shipments and depletions on a weekly basis, lead our forecasting and annual operating plan development and assist our in-market teams on our pricing agenda, by brand, by sku, by market. Will also closely collaborate with our innovation and marketing teams on mining consumer insights to help develop our next great brands!

Reports: Directly to the Chief Commercial Officer

Responsibilities:

- Lead and collaborate on pricing nationally with both our distributors and in-market sales teams.
- Create a roadmap in partnership with the finance teams to maximizing profitability of our brands.
- Cross-functionally collaborate with all business units including sales, marketing, innovation and finance to effectively manage our day-to-day business while planning for our future growth.
- Lead and develop a forecasting model for our sales teams and distributors to build our plans efficiently and accurately on a yearly basis and on new innovation.
- Develop various sales trackers and distribution reports to enable our in-market teams to operate more efficiently
- Work with our Chief Strategy Officer and her team on mining insights from industry data focused on competitive activity, consumer trends and our sales growth model.



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- All other duties as assigned.

This Job Might Be For You If:

- You believe in data telling a story and turning insights into action.
- Understand that a pennies saved will directly correlate into increased marketing spend on our growing brands.
- Have an entrepreneurial spirit and explore ways to get to a “yes” vs defaulting to a “no”.
- You enjoy solving problems. You love taking on difficult challenges and finding creative solutions. You don’t get flustered easily. If you don’t know the answer, you will dig to find it.
- You pay attention to the details. As far as you’re concerned, anything worth doing is worth doing right, every single time. You stay focused, and nothing falls through the cracks on your watch.
- You think on your feet. You like learning new things, and you can learn quickly. When things change, you know how to roll with the punches.
- You are motivated and driven. You volunteer for new challenges without waiting to be asked. You’re going to take ownership of the time you spend with us and truly make a difference.
- You want to work in a fast paced, entrepreneurial environment where you can make an impact immediately.
- You have a positive attitude – everyday is a new day to win.
- You want to work in an industry that is a ton of fun . . . with people who are a ton of fun.

Minimum Qualifications:

- 5+ years’ experience in spirits pricing and analyst work
- Proven experience in data mining and management, with a proficiency in leveraging data to develop action plans.



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- Pricing experience across channels, multi-layered pricing strategies, and with multiple stakeholders.
- Proven managerial experience
- Familiarity with industry language, best practice, and ways of operating
- Strong knowledge of the three-tier system and how we can interact with distributors, customers and consumers to affect sales.

- Strong influencing and stakeholder partnering skills coupled with negotiation and communication skills.
- Excellent communication and analytical problem-solving skills
- Professional experience using MS Office applications: Excel, Word, PowerPoint. Must be an Excel expert.
- Ability to motivate and inspire colleagues, and work in partnership with others to drive, implement and support change.
- Ability to work in high pressure environment, often under tight deadlines.
- Be a strong team player; have experience in bringing teams/individuals together to deliver projects; strong thought and executional leadership
- Must have no alcohol related legal incidents and may be subject to a background check.
- BS degree in Business Management or related field. MBA preferred.

Request:

- Full-Time Employment
- Location: Fairfield, CT