



DATE : 06 / 10 / 04
JOB : HAR04/247
Client : HARRIDGE
Title : ...
Size : 198 x 185 mm
Proof : First

RISING STARS

Part of Constellation Brands Inc., the Company was formed earlier this year following the integration of Constellation Wines Europe and Matthew Clark Brands, and is now one of the largest drinks groups across Europe. The portfolio includes Hardys, Banrock Station, Stowells and Nobilo wines; Blackthorn, Diamond White and Gaymer's Olde English ciders; Babycham and Stone's Ginger Wine. With clear category leadership in wines, and strong positions in many other alcoholic drink categories, the strategic goal is to further strengthen its market share across all categories and through all trading channels.

Regional Account Executives

Based - Midlands • South • (Further locations proposed)
To £27,000 basic + substantial bonus + car/allowance

Reporting to the Regional Sales Controller, this role is key to developing profitable relationships in a designated area: working in liaison with the National Account team to maintain strong partnerships with local retailers, and building an encyclopaedic local database of main and emerging independents. Highly self-organised but focused on team performance, you're an alert, energetic administrator and networker with keen commercial instincts, effective interpersonal communication skills - and the three years' track record in field sales to prove it.

Regional Development Executives

Based - London • Midlands • (Further locations proposed)
To £25,000 basic + substantial bonus + car/allowance

This is an excellent next step for people with around 12 months' fmcg sales experience: offering front-line involvement in the full range of account management, merchandising and sales development activities in support of both Regional and National Accounts. Bring us excellent organisational and communication skills with a strong team focus - and be ready to make an impression.

To register your interest in these or future opportunities, contact our advising consultants, Harridge Executive Search on 01483 595959.



Constellation Europe

Harridge Executive Search, 5 Quarry Street,
Guildford, Surrey GU1 3UP. Fax: 01483 595958.
E-mail: cbi@harridge.com Web: www.harridge.com