



## Export Sales Representative

### Description

Capital K Distillery is a family-owned craft distillery located in Winnipeg, Manitoba. Established in 2015, we proudly offer exceptional handcrafted spirits using the best locally grown grains. If you have a minimum of 3 years of experience in exporting businesses and want a more challenging and promising career, please contact us.

### Duties

Primary Duties:

- Develop and maintain strong relationships with international distributors, wholesalers, and specialty retailers of premium spirits (e.g., whisky, gin, vodka, rum)
- Conduct targeted outreach to identify and secure new clients in key export markets, focusing on regions with growing demand for craft or premium distilled beverages
- Deliver compelling product presentations highlighting the unique production methods, quality standards, and branding of the company's spirits to clients, trade partners, and at international trade shows or tasting events
- Provide accurate price quotations and negotiate export terms including Incoterms, payment schedules, product volume, and exclusivity conditions tailored to the alcoholic beverage trade

### Closing Date

December 9, 2025

### Categories

Sales

### Employer

Capital K Distillery Inc.

### Location

Assiniboine South

### Address

Unit3-1680 Dublin Ave.  
Winnipeg, R3H 1A8

### Job Type

Full-time

### Education Level

College

### Wage

\$33.65 - \$33.65

### Email

- Prepare, review, and coordinate international sales contracts in compliance with local and foreign alcohol import/export regulations
- Monitor post-sale performance and coordinate with logistics, compliance, and production teams to ensure timely delivery, accurate documentation, and resolution of client inquiries or complaints
- Stay informed on global spirits industry trends, competitor brands, and evolving regulations in target markets to adjust export strategies accordingly
- Represent the company at global trade fairs, industry exhibitions, and promotional events to build brand awareness and grow the international client base
- Utilize digital tools (including B2B platforms, CRM, and e-commerce systems where applicable) to manage sales leads, orders, and follow-ups with international partners
- May lead or mentor junior sales associates involved in export operations, assisting them with product knowledge and client communication
- Collaborate with marketing and branding teams to tailor promotional materials to cultural preferences and regulatory requirements in different countries

## Qualification

### Skills and Qualifications:

- International Sales Expertise:

Proven experience in B2B export sales, preferably in alcoholic beverages, with strong knowledge of Incoterms, customs documentation, and international shipping/logistics.

- Regulatory Awareness:

Familiarity with international alcohol import/export regulations, labelling laws, and licensing requirements in target markets (e.g., EU, USA, Asia-Pacific, etc.)

- Client Relationship Management:

Strong ability to develop and nurture long-term partnerships with distributors, agents, and importers in various cultural and commercial contexts.

- **Negotiation & Communication:**

Excellent negotiation, persuasion, and interpersonal communication skills, with the ability to tailor sales strategies to diverse clients and market conditions.

- **Presentation & Promotion:**

Skilled in delivering professional product presentations and organizing or attending trade shows, tasting events, and B2B marketing activities abroad.

- **Language & Cultural Competency:**

Fluency in English is required; additional languages (e.g., Mandarin, Spanish, French, or German) are a strong asset. Cultural sensitivity in cross-border business contexts is essential.

- **Tech Savvy:**

Proficient in using CRM systems, sales software, and e-commerce tools to manage international sales pipelines and client records.

- **Analytical & Research Skills:**

Ability to analyze market trends, competitor activities, and client feedback to support strategic decision-making and product positioning.