

Sales Star — Bulk Spirits

Full-time | Remote — Australia-wide | Immediate start

ABOUT SPIRIT SPRING

Spirit Spring is Australia's specialist wholesale supplier of bulk alcoholic spirits, serving craft distillers, independent brand owners, RTD and premixed cocktail manufacturers, private label producers, and contract bottlers and canners across Australia, New Zealand and the Asia-Pacific. We supply in 1,000-litre IBCs through to full ISO tank containers, from our warehouses in Victoria and New South Wales for fast deliveries. Behind our range is a team with more than 40 collective years of industry experience, handling sourcing, dangerous goods compliance, customs documentation, ATO movement permissions and last-mile delivery — all in-house.

THE ROLE

A fully remote, individual contributor role focused on growing Spirit Spring's customer base through proactive prospecting and account management, conducted almost entirely via phone and email. Occasional in-person support at state or national conferences or important customer meetings may be required. You will work closely with the founders in a lean, experienced start-up environment where your contribution is visible and directly tied to the company's growth.

We are a small team of people who take our work seriously but understand that life outside work matters too. We offer genuine flexibility and trust you to manage your time — and we look for someone who values and reciprocates that trust in equal measure.

KEY RESPONSIBILITIES

- Manage and grow an existing portfolio of bulk spirits customers
- Prospect and develop new business across target segments
- Match customer needs to Spirit Spring's Australian and international spirits range
- Prepare quotations, negotiate, and close deals
- Maintain accurate CRM records and pipeline reporting
- Meet and exceed monthly and quarterly sales targets
- Occasionally represent Spirit Spring at trade fairs, conferences and similar industry events
- Keep abreast of and proactively seek out market intelligence to ensure the business remains aware of customer and industry trends and developments

WHAT YOU'LL BRING

- 5+ years' B2B sales experience in the alcoholic spirits or beverage industry
- Proven track record of hitting or exceeding targets
- First-hand distilling experience — highly regarded and warmly welcomed
- Strong existing network among Australian beverage manufacturers, craft distillers or RTD producers — an advantage
- Sound knowledge of bulk spirits and the Australian drinks market
- Excellent communicator, highly self-organised, and genuinely comfortable working independently from a home office

WHAT WE OFFER

- **Remuneration:** Competitive base salary plus genuinely uncapped commission
- **Superannuation:** 12% on top of base
- **Equipment:** Allowance for laptop and mobile phone usage
- **Work arrangement:** Fully remote — work from anywhere in Australia
- **Culture:** A flexible, human-centred yet entrepreneurial working environment built on trust

HOW TO APPLY

Please send your CV and a brief cover letter to **Wil** at cheers@spiritspring.au. We review applications on a rolling basis.

Spirit Spring is an equal opportunity employer.