



Date: 9-18-15

Position: Director of Account Management, Beverage Alcohol

Description: This person, working for IMI Agency, a third-party beverage management agency, will be 100% dedicated to servicing the beverage category for an industry-leading international lodging company. Responsibilities will include driving the formulation, creation, development and execution of award-winning beverage alcohol sales, merchandising, promotion and operational initiatives as well as the funding for said US programs. This person will also participate in strategic planning for the beverage category while expected to provide beverage research, analytics and national/international trends relevant to the specific goals and opportunities for various lodging brands.

Qualifications: The ideal candidate will possess the following:

- High-energy interpersonal skills, comfortable in driving entrepreneurial initiatives within a corporate client and supplier investor environment.
- Demonstrated success with food and/or beverage project and program ideation thru implementation. These successes should also include the ability to develop measurement metrics and quantify program results.
- Experience in sourcing, analyzing and interpreting relevant data in order to provide consultation to Client on national and international beverage trends and innovation.
- Outstanding performances and experience in:
 - Lodging food and beverage
 - Beverage Supplier or Distributor sales
 - Food and Beverage program development
 - Creative opportunity ideation and solution
 - P&L and Budget Management

Location: Bethesda, MD

Salary: Commensurate with experience and demonstrated successes.

A T L A N T A
1196 Buckhead Crossing
Woodstock, GA 30189
770.928.1980

C H I C A G O
333 East Lake Street, Suite 135
Bloomington, IL 60108
630.351.1967

W W W . I M I A G E N C Y . C O M