



**TITLE:** Area Sales Manager  
**LOCATION:** San Francisco Bay Area – East Bay and San Jose

**THE OPPORTUNITY:**

hint® water is seeking a strongly motivated Sales Manager to join our Northern California regional sales team, focusing on the East Bay and San Jose. The Area Sales Manager will oversee and support all aspects of the sales cycle, including management of existing sales accounts as well as the development and signing of new accounts. A proactive approach to all aspects of customer and distributor management is a must!

**Key Responsibilities Include:**

- Develop and qualify leads
- Sell product into new accounts/stores
- Conduct store visits and customer account maintenance
- Prospect potential customers via phone and in-person
- Prepare and present sales proposals
- Close deals
- Assist with local promotional activity
- Display accountability along with desire for personal growth and ownership

**WHO ARE YOU?**

You are an energetic, outgoing and highly organized professional, ideally with at least 1 year of sales experience but for the right candidate we will work with you! You have a track record of meeting (or exceeding!) goals and delivering against clearly stated objectives. You look not only to close the deal but also to create long-lasting partnerships with your customers.

Ideally you have experience within the beverage category – natural channel a plus – but if you think your experience within other relevant channels applies, we're listening. Experience working with distributors is a plus.

**Minimum Qualifications:**

- Bachelor's degree preferred; combination of education/experience will be considered
- Beverage marketing sales experience preferred
- Ability to work both independently and as a team player
- Ability to work in a fast paced environment with quotas and goals
- Attention to details and time management skills
- Excellent communication skills i.e. written/verbal

## WHO ARE WE?

**hint**<sup>®</sup> water is a refreshing alternative to sodas, juice and other sweetened drinks and it tastes great! We are on a mission to help the world live a healthy lifestyle, both by offering our all-natural products for consumption, and by supporting other healthy initiatives. Apparently we have struck a chord, and our water is popping up in all sorts of places such as Time Magazine, the Academy Awards, on *Grey's Anatomy* and in the hands of fans such as John Legend, Steven Spielberg and Charlize Theron. **hint** was named one of the "15 Startups You Need to Know for 2015" by Forbes.

Founded in 2005 by former AOL Executive and Award Wining Entrepreneur, Kara Goldin, **hint water** has expanded to over 16 delicious flavors and 6 flavors of **hintfizz**<sup>®</sup>, a line of unsweetened sparkling water. We recently introduced our third product line, **hint kick**<sup>™</sup>, marrying the same delicious fruit-kissed water with a light touch of caffeine! The leader in flavored essence water, **hint**, and **hintfizz**, can be found in fine grocery and retailers across the United States such as Whole Foods, Andronico's, The Fresh Market, Starbucks and Bristol Farms. **hint**, can also be purchased online at [www.drinkhint.com](http://www.drinkhint.com) and Amazon.com.

The idea behind **hint** is simple: pure water, nature's original refreshment, accented with natural flavor. No sugar, no diet sweeteners. EVER.

HINT, Inc. is headquartered in San Francisco, California.  
[www.drinkhint.com](http://www.drinkhint.com)

**If this sounds like you, please send cover letter and resume to: [alex@drinkhint.com](mailto:alex@drinkhint.com).** Please include "NorCal Area Sales Manager" in the subject line – thanks.

**We look forward to meeting you.**