



**Marussia Beverages Export GmbH & Co KG** is the international sales subsidiary of **Schlumberger Wein- und Sektkellerei**, Austria's market leader in sparkling wines and spirits. Schlumberger itself is part of the international **Marussia Beverages Group**.

Headquartered in Vienna, Austria, MB Export employs a team of 10 dedicated professionals in International Sales and Customer Service. We manage international sales and brand building for sparkling wines, sakes, spirits and selected partner brands in collaboration with importers worldwide – including Global Travel Retail.

To strengthen our team, we are seeking a dynamic and experienced

## **International (Trade) Marketing Manager Spirits & Sparkling Wine**

with international experience.  
(Full-time role based in Vienna)



### **Your responsibilities:**

In this pivotal role, you will drive the growth and visibility of our sparkling wine and spirits portfolio in third-party markets through strategic partnerships with international distribution partners.

- Conduct market research and analysis to identify trends, consumer preferences, and the competitive landscape in key regions.
- Develop and implement tailored marketing strategies with distribution partners to drive brand awareness and sales growth.
- Monitor and analyze sales performance, ensuring effective adjustments of strategies and activations.
- Support Area Managers in key third-party markets by providing marketing expertise and joint business planning.
- Build and maintain strong relationships with distribution partners' marketing teams, providing training and support on brand positioning and product knowledge.
- Coordinate with Brand Companies to ensure up-to-date brand information and consistent messaging.
- Create and manage brand documents, promotional sales sheets, and fact sheets for the export team.
- Plan and execute promotional campaigns, events, trade shows, and digital activations with partners.
- Prepare quarterly business review (QBR) presentations and contribute to budget planning from a marketing perspective.
- Develop and monitor marketing budgets in collaboration with Area Managers.

- › Ensure compliance with local regulations and provide regular reporting on performance, market trends, and competition.

## What we are looking for:

- › Bachelor's degree in Marketing, International Business, or a related field (MBA preferred).
- › At least 5 years of experience in international trade marketing, ideally in the wine and spirits industry.
- › Proven ability to design and implement successful marketing strategies in diverse international markets.
- › Strong understanding of consumer behavior, market dynamics, and regulatory frameworks in the beverage industry.
- › Excellent communication, negotiation, and relationship management skills.
- › High level of initiative, adaptability, and cultural sensitivity with a hands-on mindset.
- › Strong project management and financial acumen.
- › Proficiency in digital marketing and analytics tools.
- › Teamplayer with creative problem solving and hands-on mentality.
- › Fluency in English; additional languages are an advantage.

## What we offer:

We offer to you a challenging, exciting and varied full-time position in an international business environment, with plenty of scope for personal development and creative contribution. You will be part of a motivated and inclusive team that values both professionalism and enjoyment at work.

Flexible working hours with the option of up to two days home office per week, a company laptop and mobile phone, employee discounts on our entire product portfolio, as well as a range of additional benefits (such as subsidised membership at a medical centre, healthy subsidised lunches, an employee benefits club and team activities) make our package even more attractive. A minimum gross monthly salary of € 4,300 is offered, with a willingness to overpay depending on experience and qualifications.

Are you interested in contributing your skills and dedication to an Austrian family business with more than 180 years of tradition, and to actively shaping the international success of our premium brands through Marussia Beverages Export?

We look forward to receiving your application (resume & cover letter) explaining why you are the ideal candidate for this role!

**Jetzt bewerben**