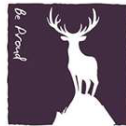




Job Title	Brand Ambassador, Milagro
Job Level	4B
Location	Home Based
Business Unit	ODC BU
Function	Marketing
Leader	Senior Brand Manager
People Leadership	No direct reports
Role Purpose	
<p>To fully embody the brand and the values of the brand, forging connections to our target audiences with authenticity, passion, credibility and influence.</p> <p>Our Brand Ambassador will identify and build relationships with those who have influence in each audience: consumer, trade, media.</p> <p>Our Brand Ambassador is a dynamic, entrepreneurial individual able to manage an intense travel schedule and execute a wide variety of activities on behalf of the brand.</p>	
Responsibilities	
<ul style="list-style-type: none">• (Consumer) Attend, network and forge relationships with the consumer set in your market(s) consumer events• (Consumer) Create and/or deliver brand experiences to consumers directly at events (live or virtual) providing education on brand, category and lifestyle around brand• (Trade) Build relationships with key bartenders and other On/Off Trade opinion formers, to inspire advocacy and to educate on the brand• (Trade) Support commercial team and on premise specialists to identify and 'look after' key accounts with agreed KPIs in place• (Media) Be the face of the brand for PR opportunities in market across trade and consumer press• (Media) Forge and nurture relationships with journalists. Deliver tastings, interviews and host media on distillery trips where appropriate.• (Media) Establish and nurture a credible social media presence in line with brand's positioning• (Internal) Collect market and competitive set intelligence and share with brand and regional teams in regular updates.• (Internal) Contribute to brand planning sessions bringing brand and category expertise as well as creative ideas• (Internal) Be the face of the brand and source of Brand knowledge to our internal teams (and agencies) embodying the brand at all times	



Values



BE PROUD

We are proud of our brands, our heritage, and our commitment to superior quality in our products



BE RESPONSIBLE

We expect every individual and their teams to be accountable and to perform to their full potential



BE SUSTAINABLE

We wish to make a positive contribution to our communities and to our environment



BE PROFESSIONAL

We value integrity, transparency, professionalism and constructive debate within a team working culture



BE ENTREPRENEURIAL

We foster a forward thinking and innovative culture that recognises the need for innovative thinking and continuous improvement



THINK LONG TERM

We are proud of our brands, our heritage, and our commitment to superior quality in our products

Core Competencies:

Deciding & Initiating Action

- Makes prompt, clear decisions which may involve tough choices or considered risks
- Takes responsibility for actions, projects and people
- Takes initiative and acts with confidence
- Initiates and generates activity

Formulating Strategies and Concepts:

- Works strategically to realise organisational goals
- Sets and develops strategies
- Identifies and develops positive and compelling visions of the organisation's future potential
- Takes account of a wide range of issues across, and related to, the organisation

Creating and Innovating:

- Produces new ideas, approaches or insights
- Creates innovative products or designs
- Produces a range of solutions to problems
- Seeks opportunities for organisational improvement
- Devises effective change initiatives

Delivering Results & Meeting Customer Expectations

- Focuses on customer needs and satisfaction
- Sets high standards for quality and quantity
- Monitors and maintains quality and productivity
- Works in a systematic, methodical and orderly way
- Consistently achieves project goals.

Writing and Reporting:

- Writes clearly, succinctly and correctly
- Writes convincingly in an engaging and expressive manner
- Avoids the unnecessary use of jargon or complicated language
- Writes in a well-structured and logical way
- Structures information to meet the needs and understanding of the intended audience

Presenting and Communicating Information:

- Speaks clearly and fluently
- Expresses opinions, information and key points of an argument clearly
- Makes presentations and undertakes public speaking with skill and confidence
- Responds quickly to the needs of an audience and to their reactions and feedback
- Projects credibility

Skills and Qualifications:

- Extensive knowledge, expertise, and/or experience in Mexican culture
- Affinity with and cultural ability to represent the values of a premium tequila brand that embodies the spirit of Mexico City
- Strong background in spirits, either through professional experience or personal interest
- Bilingual in Spanish and English
- Must be likable, relatable, memorable, charismatic, passionate, and have an infectious personality
- Must exhibit a deep love and appreciation for the Tequila category
- Must be an excellent story teller who is captivating, interesting and has the ability to express self in a clear, succinct, compelling and energetic manner in individual and group situations, adjusting language and style to capture the attention of the audience



- Must be commercial savvy and have the ability to work closely with internal sales team, distributor and key accounts to keep Milagro top of mind through regular attendance/relationship building, trainings and consumer sampling at key on premise accounts
- Excellent communication skills, verbal & written
- Creative & innovative thinking
- Strong influencing & partnering abilities
- Interpersonal effectiveness
- Ability to act as a consultant within team structure
- Bachelor's degree preferred