

Brand Ambassador / Sales Rep – Northern New England Territory

Stoneface Brewing Company is seeking an enthusiastic sales representative to represent and grow the brand in the northern New England territory. The ideal candidate is a personable, energetic craft beer fan with some working knowledge of the local market and a killer work ethic. They must be a road warrior, as this role spend about 85-90% of their week on the road.

Think you're the right fit? Read on and send your resume and cover letter to the email address below.

Responsibilities:

- **Sales activities**
 - Market plan execution - execute the market plan for both on & off premise in the NH/ME market under the direction of the Director of Sales and Area Sales Manager
 - Grow the business - grow current account base and seek to develop new accounts
 - Maintain quality standards -- conduct quality checks and monitor product freshness at retail
- **Wholesaler relations**
 - Day to day liaison – act as the main point of contact with wholesaler sales reps for day to day market activity
 - Market plan execution – execute on the market plans under direction of the Area Manager and Director of Sales
 - Wholesaler education & communication – perform workwiths and educate
- **Brand awareness**
 - Retailer relations – develop business relationships with account decision makers
 - Brand education – educate retailers and retailer staff, as well as different levels of the wholesaler organization
 - Market visibility – increase velocity by increasing visibility in the right accounts
 - Consumer engagement -- coordinate and execute events, tap takeovers, beer dinners, promotions, samplings, fests, etc.
- **Administrative duties**
 - Track, summarize, and report sales activities, goals, data, budget tracker, and market feedback

Requirements:

- Passion for beer and knowledge of the brewing process and styles
- Highly self-motivated and able to work autonomously
- Willingness to work unconventional hours, including night and weekend events, and ability to travel
- 2+ years beer or related industry experience / working knowledge of the craft beer industry
- Proficiency in Microsoft Office (excel, powerpoint) required
- Clean driving record; clean, reliable personal vehicle; and ability to travel
- Must be able to move up to 50 lbs and sit/stand/walk for extended periods of time
- Ability to consume responsibly
- 21+ years of age

Qualifications:

- Strong written and oral communication skills and outgoing personality
- Strong work ethic, organizational skills, and problem solving / analytical skills
- Ability to navigate a fast paced, diverse work environment, and adapt
- Cicerone certification a plus

Compensation:

- Base salary
- Trimester bonus plan based on sales growth and objectives
- Paid company phone
- Mileage reimbursement
- Paid vacation
- Company paid health insurance with access to group dental & vision
- Beer allowance

Reports to: Director of Sales

Submit Resume & Cover Letter to: Jobs@StonefaceBrewing.com