

Mariner Brewing Sales Rep

Mariner Brewing Company is Coquitlam's first brewery, and is looking for a sales representative to directly sell to wholesale accounts, develop new accounts, and represent the brand at large. The brewery is scheduled to open in July 2017, providing a unique opportunity for a talented salesperson to help shape the direction of a developing brand. We are looking for enthusiastic and dynamic staff who shares our passion of craft beer and service, to help us forge our vision.

Key Responsibilities:

- Drive new sales and build lasting accounts within designated market territory
- Maintain all sales goals and personal budgets outlined to you and your territory
- Maintain constant market visitation schedule with assigned territory for both Licensee and LRS accounts
- Support and assist sales clients with time, support and merchandising of all product
- Ensure client accounts are current in payment and adjust sales strategy as needed
- Input all relevant activities into CRM software
- Provide weekly summary reports and status of monthly business objectives to management
- Attend weekly strategy and status meetings
- Schedule, promote, organize and attend events such as samplings, beer dinners, and craft beer educational presentations for customers and consumers
- Participate in evening and weekend special events as needed
- Promote, preserve, and rally for Mariner Brewing brand
- Take an active role in all social media accounts
- Deliver product to accounts as required, with the support of designated delivery staff
- Observe all provincial and federal laws pertaining to the sale, merchandising and promotion of alcohol beverages

Job Requirements:

- Must demonstrate self-motivation, initiative, and strong organizational skills
- Strong knowledge of craft beer community and craft beer profiles
- Proficient computer application skills including social media skills
- Strong attention to detail and follow-up skills
- Ability to generate and deliver sales presentations
- Minimum of 1 years' experience as a brand or sales representative in craft beer or 3 years' experience in a craft beer focused establishment
- Available to work evenings and weekends and travel through designated market territory
- High School or GED required, bachelor degree preferred
- Valid driver's license required and reliable personal vehicle
- Serving it Right certification

If you think you are a good fit for this position please send your cover letter and resume to lauren@marinerbrewing.ca