

JOB DESCRIPTION

Job Title: Sales Representative

Reports to: Sales Manager

SUMMARY DESCRIPTION:

Responsible for growing volume and profitability within the Portland Metro area and maintaining relationships with retailers and end-customers

JOB RESPONSIBILITIES:

- Grow volume and profitability in sales area
- Coordinate with brewery staff and sales manager to maintain appropriate inventory levels in PDX and minimize transportation costs to and from Eugene
- Interface with retailers on a frequent basis while analyzing their needs for draft beer
- Monitor quality of beer in the market (line cleaning, managing brands on shelves and kegs to ensure they are being stored properly)
- Set up events to raise awareness of Falling Sky Brewing products and locations, and to make connections to retailers
- Promote new releases with events and educate retailers on tasting notes
- Provide a direct line of communication to the Brewery
- Provide detailed written communication following market visits
- Execute beer tastings, special events, and festivals
- Educate wait staff and customers about Falling Sky products
- Manage the delivery of beer to retailers- manage routes and delivery schedule
- Communicate effectively with Production Manager/Sales Manager, Lead Brewer, and Brewery Staff
- Work with retailers - promoting beers, hosting events, getting to know them as people
- Local deliveries in PDX and nearby areas

CANDIDATE QUALIFICATIONS:

- *2+ years sales experience in the alcoholic beverage industry (preferred not req'd)
- *Bachelor's degree preferred
- *Knowledge of Word, Excel and basic computer programs
- *Proficiency in social media tools
- *Working knowledge of the craft brewing industry
- *Working knowledge of major beer styles, including origins and flavor profiles
- *A passion for the craft beer industry
- *Strong communication, time management and decision-making skills
- *Ability to work well with a variety of personalities
- *Flexible with work schedule
- *Candidate must have access to a registered vehicle
- *Clean driving record, valid driver's license and vehicle insurance is required

WORKING CONDITIONS:

- Must be able to work independently with minimum direction
- Ability to stand for long periods of time and do physically demanding work
- Ability to frequently lift 50 lbs. and occasionally lift 150 lbs. from the floor to 2-3 feet off of the ground
- Willingness to work events on evenings and weekends

COMPENSATION & BENEFITS:

- Based upon experience and achievement; hourly rate plus sales-based commission and bonuses.
- Position is an Exempt Outside Sales Position under Federal Labor Law
- Simple IRA after 6 months
- Sick Pay
- Discounts at Falling Sky Restaurants & Shop
- Vacation Time after 6 months



Name _____ Date _____

Address _____

Cell _____ E-mail _____

Are you legally authorized or permitted to work in the USA? yes no

Date available to work? _____ How many hours would you want? _____

Conflicts during week _____

Please list last high school, all trade schools & colleges attended or that you are currently attending (and year)

1 _____

2 _____

3 _____

How long will you be in Portland & what's keeping you here?

List your three previous most relevant employers, location, name/telephone of supervisor, reason for leaving

1 _____

2 _____

3 _____

I have read the attached job description and am physically able to fulfill all requirements **YES** **No**

Signature _____

Printed Name _____

Besides your work ethic and uncanny sense of style what do you bring to a job?

Why you? Why us? Why anyone?

If you only had one last bite of food and sip of beer, what would it be?

Beer is...?

An IPA and an English Bitter run into each other, what do they say?

Customer is clearly dissatisfied, grumpy and unhappy, what do you do?