

Position: Field Sales Representative – North Country Brewing Company
Territory: Eastern OH, based out of greater Cleveland area
Employment: Full-Time

North Country Brewing Co. in Slippery Rock, Pennsylvania is looking for an experienced Field Sales Representative who is passionate about craft beer, being apart of the community, and pasture to pint style production. The ideal candidate must be energetic, confident, and self motivated in order to achieve sales goals. Overall, your focus will be on growing sales at current accounts and opening new accounts in the assigned territory.

Job Responsibilities and Duties:

- Represent NCBC in the market and develop relationships with on and off premise accounts, wholesalers, and consumers.
- Plan and execute a daily, weekly, and monthly schedule of sales activities to achieve sales goals for territory.
- Work with wholesalers on ride-alongs, staff trainings, and promo events.
- Conduct special on and off premise events, tastings, and beer festivals as needed.
- Educate customers on NCBC brand and history of The Pub, The Harmony Inn, The Canning Company, and The Farm.
- Track and monitor account relationships with sales management application.
- Timely reporting of all administrative functions including expense & mileage reports, event calendar, weekly account visit schedule, and prior week accomplishment report.
- Maintain open communication with the Regional Sales Manager and Key Account Manager to achieve team targets, introduce new marketing strategies, and execute programming.
- Be knowledgeable on brands, styles of beer, and market trends.
- Uphold the brand image at all times, professionalism and appropriate behavior is expected.
- Ability and willingness to maintain flexible work schedule, must be available some nights and weekends.

Qualifications and Skills:

- Must currently reside in market territory.
- Minimum 2+ years experience in craft beer sales is preferred.
- Bachelor's degree in marketing, communications, or business is preferred.
- Valid drivers license, clean driving record, car insurance, and a reliable vehicle are required.
- Exceptional verbal and written communication skills.
- Proficiency in the use of Excel, Word, and Powerpoint.
- Firm understanding of three-tier system, PA beer laws, and NCBC culture.

- Ability to handle and lift up to 30 lb cases and 165lb kegs.
- Certified Cicerone or Certified Beer Server is a plus.

Benefits of Job:

- Salary based on experience.
- Commission based on quarterly sales goal achievement.
- Major holidays, sick leave, and paid vacation available after 6 months probation period.
- Health, dental, and vision insurance options available after 90-day probation period.
- Fun work environment and travel opportunities.
- One case of beer every payday.

If you are interested and believe you would be a good fit, please send all resumes and cover letters to: Lauren@northcountrybrewing.com