

Sales Representative

Company Name : Etowah Meadery and The Dahlonega Brewery

Job Title : Sales Representative

Location : Dahlonega

Full-Time

Reports to: General Manager

Commission based with weekly gas allowance

We are looking for a passionate beer/mead loving sales individual to join the team that is excited to roll up their sleeves and build trusting relationships with our customers and distributors, with the discipline to manage multiple account work steams.

Responsibilities:

- The role includes driving our sales growth with a thorough knowledge of our product portfolio and building open business relationships with management and sales team(s) of our wholesale partner.
- Work with wholesaler to increase and maintain on and off premise product distribution and increase brand presence in market.
- Build close, trusted relationships with retail customers to place and retain products at retail venues.
- Fully understand, embody, and represent the Company's brands and culture to our consumers, retail clients, and our wholesale partners.

Qualifications:

- Loves craft beer
- Highly motivated
- Strong communication skills both verbal and written.
- Computer literate with Microsoft products and email.
- Maintaining quality control in the market with all products.
- Must have great problem solving, adaptability, and customer service skills.
- Constantly staying up to date on competitors pricing and market moves.
- Must have reliable automobile to perform job duties.
- Be able to assist in other areas of the business as needed.

Required qualifications:

- Clean driving record with a reliable vehicle with insurance.
- Ability to frequently lift and/or move up to 40 lbs. and occasionally lift and/or move up to 120 lbs.
- Valid driver's license
- Ability to work flexible days and hours.
- Bachelor's Degree
- Well organized.
- Honest and diligent.

Perks:

- Free beer and mead!
- Free swag to represent company
- Bonuses based on number of cases/kegs sold each week

Resume Required

info@etowahmeadery.com or info@thedahlongabrewery.com
(706) 864-6323