



TRAP DOOR
— BREWING —

Sales Representative JOB DESCRIPTION, DUTIES & REQUIREMENTS

SUMMARY:

Trap Door Brewing sales rep is responsible for working alongside Oregon/Washington distributors to sell and promote Trap Door (TD) beer. This position is expected to grow sales volume with existing on-premise & off-premise accounts, open new accounts, and work closely with Head brewer/owners/managers to achieve overall sales goals.

JOB DUTIES INCLUDE BUT NOT LIMITED TO:

- Works alongside distribution to sell and distribute TD beer to on & off-premise accounts.
- Works to continuously improve the TD brand through brand stewardship, relationship building and communication.
- Provides exceptional customer service and follow through while developing rapport with assigned and targeted accounts
- Develops and grows account relations with current and prospective accounts including consistent communication
- Has a thorough knowledge of all decision makers at all key accounts and maintains a positive relationship with them.
- Provides manager with weekly reports on current and prospective account activity.
- Monitors product out in the wild for carbonation, proper dispensing and overall quality and freshness.
- Assumes a leadership role in creating and implementing events at on-premise accounts (tap takeovers, meet the brewer, etc.)
- Setup, assistance and participation of on-premise promotions, special events and festivals as needed.
- Performs administrative tasks as they are assigned (complete expense reports, maintain Google calendar, mileage log, etc.)
- Builds and manages an email database of on-premise accounts and contacts
- Achieves and exceeds pre-determined monthly goals provided by manager.
- Monitor competitive activity and communicates trends/strategies to management.

IDEAL SKILLS AND ABILITIES:

- Motivated self starter
- Two year minimum experience working in the three tier distribution system either with a beer wholesalers or beer supplier.
- Must be knowledgeable about draft beer and have the interest to increase your knowledge about this.
- International beer sales and experience with exporting requirements desirable.

POSITION REQUIREMENTS:

- Incredibly organized and proficient in using Gmail, Google Calendar, and Google Drive (Sheets and Docs primarily).
- Must be knowledgeable and have the desire to continue to learn about the craft beer industry, its trends and consumer behaviors.
- Maintains professional image and demeanor at all times.
- Must have ability to work a flexible schedule and the ability to work weekends.
- Enjoys staying up to date on the latest beer industry news (locally, nationally, and internationally).
- Adhere to all state liquor laws and regulations.
- Submits all required reporting, plans, expense reports, mileage log etc.
- Must be able to move and handle 1/4 and 1/2 Barrel kegs safely and efficiently.
- Must have a valid driver's license.

KEY PERSONAL CHARACTERISTICS:

- Superior leadership skills, with the ability to influence and achieve results.
- Very competitive, driven to achieve and exceed financial goals.
- Thick skinned and able to work in challenging and diverse markets.
- Possesses the ability and willingness to “role up the sleeves” and hand sell.
- Strong work ethic, impeccable integrity and down-to-earth attitude.
- Self-directed—keeps the Manager and team informed but can operate independently if necessary.

Reply to: jobs@trapdoorbrewing.com