

## **Beer Sales Representative**

Stonehooker Brewing Company  
Port Credit, ON  
Full-time, Commission

Stonehooker Brewing Company is a new, start-up brewery located in Port Credit, Ontario. We are looking to grow our sales with the skills of an experienced sales person. Our projected speed of growth promises career opportunities for motivated individuals. We are looking for dedicated, driven individuals who are passionate about both sales and beer to join our great company.

The ideal candidate will:

- Have experience in the alcohol beverage/hospitality industry with a desire to build a career in sales
- 1-2 years of beverage related sales experience
- Be professional and driven
- Highly motivated with an assertive confident personality
- Possess exceptional relationship building skills
- Be a team player
- Be results driven
- Have strong time management skills
- Have strong organizational skills and the ability to work alone
- Great judgement and professional maturity
- General knowledge of the brewing process
- General knowledge of the beer market in Ontario, both craft and macro, domestic and international
- Excellent communication skills and the ability to master the selling skills process
- Access to a vehicle full time and valid driver's license
- Must have a clean driving record
- Legal drinking age and SmartServe certified

Essential Duties and Responsibilities:

- Develop new business opportunities with restaurants, pubs and other licensees
- Efficiently manage ongoing relationships with existing customers
- Work with licensees on a weekly basis; plan/attend promos/staff trainings, land new can and draft placements at regional accounts.
- Work effectively and efficiently with other team members of Stonehooker Brewing Company
- Have strong knowledge of the company, its history and its product offerings
- Maintain a high level of integrity and authenticity at all times
- Achieve specified account goals
- Conducting wait staff/bartender educations, beer tasting and evening promotions
- Know pricing of all Stonehooker Brewing Company products and how that relates to other competitors in the market
- Develop market profile target lists

- Partner with licensees to ensure orders are placed, products are received and business is growing at accounts
- Initially, assistance with product delivery will be required
- Complete monthly sales reports, maintain and update lead and sales tracking software on a daily basis
- Other duties as assigned

We are an equal opportunity employer and are committed to the principle of equal employment opportunity for all employees and to providing employees with a work environment free of discrimination and harassment.

If you are interested in this job opportunity and are passionate about working for a fun, leading edge business, in a growth sector –send a covering letter and resume by email. We appreciate your interest in Stonehooker Brewing Company but only those selected for an interview will be contacted. This job posting will remain open until the position is filled.

Job Types: Full-time, Commission

Location:

- West Toronto or Mississauga, ON (Preferred)