

Retail Sales Manager (GTA only) – Henderson Brewing Company

www.hendersonbrewing.com

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Fantastic! You found us!

Maybe it's your passion for great beer that led you here? Or you love the idea of working for a locally-owned, small business that makes its own products? Or maybe you yearn to be part of a music, art and community cultural hub brimming with love for Toronto? Perfect! Us too.

We are a group of people combining great beer making with great stories about Toronto and our community. We care about what we make - innovative & approachable beers that reflect the culture of our great city.

We are one of the fastest growing breweries in Ontario and are looking for the right person to join our team.

WHO YOU ARE:

You want to be part of something special. You are a self- starter *AND* a team player, with good judgment, positive energy, intellectual honesty and empathy. You aren't afraid to share your creative ideas, or roll up your sleeves and get your hands dirty. You can paint a compelling vision of our brand, people and products and actually enjoy cold-calling and pitching. You go the extra mile for your customer - you even have their birthday in your calendar.

WHAT YOU DO:

You work to support the growth of the Henderson's brand and presence in the LCBOs, The Beer Stores & grocery stores across the GTA. You report to our Head of Sales, and work collaboratively with a small, but amazing, sales team to support our growth.

You build relationships with consumers, retail stores and C-Level, and share our passion for Henderson's brands. You ensure our products are everywhere they can be and displayed in the best possible way.

You train retail staff and work with our brand ambassador book consumer tastings in retail locations. You work with our brewery team to ensure proper forecasting and production volumes are put in place. You share best practices and make everyone better.

WHAT YOU CAN EXPECT FROM HENDERSON:

1. A unique team of brewers, artists and marketing and sales people all working to make our company and beer better.
2. A dedicated Inside Sales and Logistics Associate and Telesales Associate to help you coordinate activities and sell product.
3. You'll have a voice. Opinions aren't just welcome, they're expected
4. Beer
5. Flexible vacation, amazing staff events, special access to festivals, museums, shows and to sporting events
6. No politics, no flexing, no hype: Open, honest, I've-got-your-back environment

THE REQUIREMENTS:

3 year (min) previous professional sales experience

Disciplined about the sales process: setting/hitting goals.

Ability to manage your information, time and schedule

Smart Serve Certified and have valid driver license

Understanding and comply with the legal & regulations of the AGCO

Please send your resume and cover letter to adin@hendersonbrewing.com

Please note: Though we appreciate and welcome all who apply, only those selected to be interviewed will be contacted.

