

Job Description

Looking for a new Sales Career in an exciting & fun industry?

Come join the UnTapped Craft Supply team – Canada's independent craft liquor agency focusing on premium & unique Craft Beers, & Natural Wines from around the world. An exciting & fun work environment where we have built strong business relationships with our customers & the public. We're seeking a self-driven & dynamic person to start as a Part-time experienced Territory Manager to cover the Greater Toronto Area territory with primary focus on the Toronto area. Position will transfer to a Full-time position based on performance. www.untapped.ca

Job Description

The Territory Manager will be responsible for maintaining & increasing market share of UnTapped products through promotion and sales of draught and packaged beer and natural wines in on-premise (bars & restaurants) accounts in Greater Toronto area. Primary placement has been achieved through strong sales and relationships in bars and restaurants. The position is supported by a 'team' environment yet must excel on their own. Successful candidates will be knowledgeable & passionate about the craft industry (beer, natural wines).

Job Requirements

- Must live in Greater Toronto Area.
- Sales experience in the liquor or hospitality or consumer packaged goods industries is desired but is not mandatory.
- Valid driver's license, insurance, clean driving record, & own a reliable vehicle.
- Craft beer and natural wine market knowledge and aptitude to deepen that knowledge.
- Professionalism and integrity are musts.
- Exemplary customer service skills.
- Organized, highly motivated, with high energy, and extremely personable.
- Microsoft CRM Dynamics & Office skills is an asset but not mandatory.
- Enjoys building relationships and making Sales!

We Offer the Successful Candidate

- A healthy sales territory with potential for growth.
- Company benefits package.
- Professional development training & support.
- Competitive compensation: base salary + commission & bonuses - to be identified based on experience.



- Monthly vehicle, gas, phone, promo allowance.

Start Date: ASAP

**Please email your cover letter & resume to HR@untapped.ca
Serious inquiries only; no recruiters.**