

Brand Ambassador / Sales Rep – Southern New England Territory

Stoneface Brewing Company is seeking an enthusiastic sales representative to represent and grow the brand in the MA/RI territory. The ideal candidate is a personable, enthusiastic craft beer fan with some working knowledge of the Great Boston market and a killer work ethic.

Responsibilities:

- **Sales activities**
 - Market planning - develop and execute the market plan for both on & off premise in the MA/RI market
 - Grow the business - maintain and grow current accounts; seek and develop new accounts
 - Maintain quality standards -- conduct quality checks and monitor product freshness at retail
- **Wholesaler relations**
 - Day to day liaison – act as the main point of contact for all things Stoneface with wholesalers
 - Go to market strategy – work with the wholesaler teams to execute on the market plans
 - Wholesaler education – perform workwiths, conduct brand education initiatives, and present at sales meetings
- **Brand awareness**
 - Retailer relations – develop business relationships with retailers
 - Brand education – educate retailers and retailer staff, as well as different levels of the wholesaler organization
 - Market visibility – increase velocity by increasing visibility in the right accounts
 - Consumer engagement -- coordinate and execute events, tap takeovers, beer dinners, pint nights, promotions, samplings, fests, etc.
- **Administrative duties**
 - Track, summarize, and report sales activities, goals, data, budget tracker, and market feedback

Requirements:

- Passion for beer and knowledge of the brewing process and styles
- Highly self-motivated and able to work autonomously
- Willingness to work unconventional hours, including night and weekend events
- 2+ years beer or related industry experience / working knowledge of the craft beer industry and wholesaler operations
- 2+ years sales or customer service experience
- Proficiency in Microsoft Office (excel, powerpoint) required
- Clean driving record; clean, reliable personal vehicle; and ability to travel
- Must be able to move up to 50 lbs and sit/stand/walk for extended periods of time
- Ability to consume responsibly
- 21+ years of age

Qualifications:

- Strong written and oral communication skills and outgoing personality
- Strong work ethic, organizational skills, and problem solving / analytical skills
- Ability to navigate a fast paced, diverse work environment
- Social media savvy
- Knowledge of Greater Boston market a plus
- Cicerone certification a plus
- Proficiency in iDig a plus

Compensation:

- Base salary
- Quarterly bonus plan based on sales growth and objectives
- Paid company phone
- Mileage reimbursement
- Paid vacation
- Company paid health insurance with access to group dental & vision
- Beer allowance

Submit Resume & Cover Letter to: Jobs@StonefaceBrewing.com