



## Bay Area Beverage Company

<b>TITLE:</b>	<b>On Premise Sales Representative</b>
<b>DEPARTMENT:</b>	<b>Sales</b>
<b>REPORTS TO:</b>	<b>District Manager</b>
<b>LOCATION:</b>	<b>East Bay</b>
<b>BENEFITS:</b>	<b>Yes</b>
<b>STATUS:</b>	<b>Full-time, Exempt</b>

### ***Position Summary***

The On Premise Sales Representative provides a platform to exhibit your passion for Craft Beer and your superior sales and communication skills. You are a skilled relationship manager, developing and maintaining positive working rapport with all staff within your assigned accounts. You work hard and have fun, constantly working towards transforming target accounts into key accounts.

You are often the first point of contact for our customers, and as a brand ambassador representing Bay Area Beverage and our portfolio of extraordinary brands, you demonstrate a polished, capable and professional image at all times while delivering great customer service every day.

### ***As a Bay Area Beverage On Premise Sales Representative, you***

- develop and maintain positive working relationships with all staff within your assigned accounts
- increase Bay Area Beverage Craft brands' presence and visibility within off-premise accounts by increasing shelf allocation, selling displays and features while expanding the distribution of new and existing brands
- increase sales in on-premise accounts by selling in new package and draft distribution supported by Point of Sale, drink specials and promotions
- present brand specific Point-of-Sale material to enhance visibility and awareness of products
- keep District Manager informed of market conditions, lost business and other customer issues
- insure product freshness by proper order management and rotation techniques as per company guidelines
- participate in local sales and team meetings

### ***To qualify for this position, you***

- hold a Bachelor's degree, or a high school diploma combined with a minimum of two years' craft beer sales experience
- have one to three years Craft Beer or Specialty Beverage sales experience: Restaurant/Bartending/Hospitality/Retail/Marketing experience are all beneficial
- have a track record for developing and maintaining positive and effective working relationships with accounts while influencing key decision-makers

- possess good computer skills especially Microsoft Office, including Excel and Power Point
- have a valid California Driver License, current auto insurance and a sparkling DMV record
- are at least 21 years old
- you are able to lift, push and/or pull a 35 lb. case of product on a regular basis
- you are able to push, pull and/or manipulate a 165lb. keg of beer on a regular basis
- have reliable transportation to drive between assigned accounts

***Desired traits that define our On Premise Sales Team Members include***

- being able to work and thrive independently all the while participating in a winning team environment
- positive energy, self-starters with an enthusiastic Can-Do attitude
- superb interpersonal skills
- a commitment to excellence in Customer Service
- strong oral, presentation and written communication skills
- thorough, detailed organizational and planning skills

If this describes you and the kind of career opportunity you're looking for, we want to hear from you!

You can complete an employment application on our website at [www.bayarabev.com](http://www.bayarabev.com) or send your updated resume to [careers@bayareabev.com](mailto:careers@bayareabev.com).

Bay Area Beverage is always on the lookout for exceptional talent to join our accomplished professionals. We offer competitive wages plus a generous benefits package that includes paying 85% of the premium for medical, dental and vision insurance for you and your eligible dependents, and 100% for life insurance.

Full-time team members enjoy paid vacation and sick days, and we celebrate 10 paid holidays every year. We offer a 401k Retirement Plan with a generous company match which is vested immediately. We value our team members and celebrate tenure with a terrific awards program, and award Tuition Assistance Scholarships to all eligible team members and dependents.