



Thimble Island Brewing Company is a well-established and rapidly growing craft brewery located in Branford, CT. Our motto is simple: work hard, enjoy what you do, and make great beer. Our success is built on the talent, hard work and dedication of our employees who joined us in our dream of making quality products in a great work environment. Send your resume to beerlovers@thimbleislandbrewery.com

CRAFT BEER SALES REPRESENTATIVE – CONNECTICUT

Thimble Island Brewing Company is a well-established and rapidly growing craft brewery located in Branford, CT.

We pride ourselves on making simple, well-balanced beer and delivering high-quality, personal service to our customers at a competitive price. We are looking for a very motivated, personable individual to join our team as a Craft Beer Sales Representative.

This position is ideal for someone who loves craft beer, loves talking to people and wants the freedom to be able to determine their own schedule while being part of a unique team and growing with us.

Job Description & Duties

- Service customers by selling products and meeting customer needs
- Submit orders into our ordering system and maintain records of accounts
- Service existing accounts, obtain orders and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets
- Work with management on sales strategies, changes in products and awareness of competitive developments
- Resolve customer complaints and concerns
- Maintains awareness of brands and styles of beers in the Industry
- Attend events as a company representative, often on nights or weekends
- Knows the basic story of company's history
- Understand company quality standards and standards of conduct while representing our brand
- Understand all legal restrictions regarding products and procedures and ensure that all initiatives are executed within those limitations
- Maintain a regular schedule of appointments with accounts in assigned area.
- Effective accounts receivable collections within company policy
- Additional duties may be assigned as necessary

Skills/Qualifications

- Minimum 3 years of experience as a sales representative with a distributor in the beer, wine or spirits industry
- Ability to work independently - self motivated

- Customer Service, Closing Skills, Prospecting Skills, Negotiation, Self-Confidence, Product Knowledge, Client Relationships, Communication Skills, Motivation for Sales
- Educated in the craft beer market
- Enjoys sampling craft beer
- General computer skills
- Must possess a valid and “clean” driver’s license (and personal means of transportation, for use each day)

Job Types: Full-time, Commission

Salary: \$35,000.00 to \$45,000.00 /year + Commission

Experience:

- Sales: 3 years

Education:

- High school or equivalent

Location:

- Branford, CT