

Regional Sales Manager

Job Overview

- The purpose of this position is to be an ambassador for Grand Teton Brewing, Distributor and craft beer. Represent Grand Teton Brewing to On-Premise and Off-Premise accounts supporting a Distributor. The Rep will be responsible for gaining new accounts, maintaining current accounts and growing relationships with our Distributor's representatives.

General Responsibilities

- Win new accounts both on and off premise within the territory assigned. This includes organizing daily work schedule to identify potential customers, conduct tastings, pursue follow up meetings, oversee product delivery to new accounts, and follow up after delivery to ensure customer satisfaction
- Maintain relationships and sales of existing accounts. Check in with beer buyers of existing accounts on a routine and scheduled basis to ensure customer satisfaction with products best suited to their needs
- Continually research and understand market trends to share with team and leverage to maintain existing accounts and win new accounts
- Required to complete 6-8 store visits per day
- Schedule and attend Ride Alongs with Distributor representatives to foster relationships with customers and Distributor representatives and to gain market insight
- Provide management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products and services
- Submit all required reporting documentation
- Resolve customer complaints and issues quickly and professionally
- Demonstrate thorough knowledge of beer styles and Grand Teton products, menus and promotions
- Represent Grand Teton at approved and scheduled festivals, tastings, and other official Grand Teton events
- Maintain care of Grand Teton owned equipment per Standard Operating Procedures
- Submits receipts for all expenses on a Monthly basis
- Other duties as may be required or assigned by management
- Up to 35% travel out of market required

Qualifications

- Detailed knowledge of beer styles, ingredients, flavors, and descriptions
- Ability to work well in a team environment
- General knowledge of the brewing process
- Excellent customer service and interpersonal skills
- Ability to lift 50+ pounds repetitively
- Open availability to include weekends and holidays as may be required
- Excellent driving record

