

Job Title	Sales Representative
Reports To	Sales Manager
Position Type	Full Time / Non-Exempt
Compensation	Competitive / Based on Experience
Schedule	Weekdays + Flexible Weekend Availability

Cellador Ales is growing and we are looking for a Sales Rep to join our small team! We self-distribute in LA County, and this position will cover that territory for both on-premise and off-premise accounts. The position will initially include delivering product as well as some time spent working at the brewery learning about our business and processes.

Our perfect candidate is passionate about craft beer, fermentation and food, and is excited about sharing that passion with others. We work in a niche beer style, and specialize in 100% oak-fermented farmhouse-style beers, and we are looking for someone who truly understands and is willing to learn about our product and process and take the time to educate our customers about what we do.

Qualifications

We are happy to offer on-the-job training to fill any of these gaps for the right applicant, but the more boxes you can check off, the better.

- Valid driver’s license and clean driving record
- Hospitality and customer service experience
- Beverage sales experience
- Strong interpersonal skills
- Strong written & verbal communication skills
- The ability to multitask, prioritize well and be highly organized
- A great attitude & willingness to learn and take feedback
- Must be of legal age to serve alcohol (21+)

Job Responsibilities

- Building strong relationships and rapport with wholesale customers by being in touch on a weekly basis, regularly visiting all active accounts, ensuring deliveries happen in a timely manner, and creating opportunities for face time and education with buyers as well as front-line staff
- Focus on the brewery’s growth by developing new business, growing our customer base, and meeting or exceeding sales targets for year-over-year growth

- Keep the wholesale program organized by keeping detailed notes on all accounts, staying on top of invoicing and other paperwork and by effectively managing our wholesale inventory
- Represent Cellador at festivals, industry events and at the brewery as needed

Physical Requirements

Must be able to comfortably lift $\frac{1}{2}$ bbl and $\frac{1}{4}$ bbl kegs (about 70 lbs)

Must be able to comfortably spend long periods of time driving

Compensation

Salary + Commission

Based on Experience

To apply for this position, email your resume and cover letter to alex@celladorales.com