

Brand Builder- Milwaukee Market New Glarus Brewing Company

General Summary

New Glarus Brewing Company is an award winning Craft brewery located in New Glarus, WI experiencing tremendous sales growth. This entry level to mid-level supplier management position will provide a top performer an opportunity to acquire additional responsibilities as company growth continues.

Job Description

1. Calls directly on key retail accounts, both on and off-premise, within the marketplace to promote and sell the New Glarus Beer Brand portfolio.
2. Rides with distributor sales personnel on assigned daily sales routes to promote and sell the New Glarus Brands as well as build relationships with retailers and distributor personnel.
3. Works weekends and evenings to cover promotions, special events, tastings, wait staff trainings, and festivals, when necessary.
4. Prepares and presents sales information at distributor sales meetings.
5. Meets with Distributor Management to identify opportunities and assess distributor effectiveness in achieving sales objectives.
6. Participates in designing, implementing, executing, and reviewing an annual business plan with assigned distributors.
7. Reports to New Glarus Brewing Company Sales Director and President.

Requirements

1. 2 to 5 years of wholesaler, distributor, DSD, supplier or consumer product sales experience is preferred.
2. Posses strong math and analytical skills and be computer literate with ability use e-mail, Microsoft Excel, Word, and PowerPoint.
3. Ability to lift, load, and unload products weighing up to 175 lbs.
4. Willing to travel 50% of the time.
5. Ability to work independently, self-start, identify opportunities, and follow through on all business aspects.

Apply

Send application to:

New Glarus Brewing Company
ATTN: Human Resources- Market Manager
P.O. Box 759
New Glarus, WI 53574