

SALES REPRESENTATIVE

FULL-TIME • LITTLE BROWN JUG BREWING • WINNIPEG, MANITOBA



OVERVIEW:

We are seeking a sales representative to join the Little Brown Jug team. The ideal candidate is goal-oriented, competitively driven and has excellent communication skills. The sales representative will report to the sales manager to develop existing and potential partnerships. The individual will move to full-time after completed training and a probational period. The position requires availability during weekends and evenings as well as willingness to travel within Manitoba.

COMPANY:

Little Brown Jug is a production brewery in an old livery on the edge of the Exchange District in Winnipeg, Manitoba. Since opening in December 2016, Little Brown Jug has built a driven, professional, dynamic team that is encouraged to take initiative and provide input to business decisions. We are seeking a highly motivated individual who will thrive in our horizontal structure.

Little Brown Jug's core values are Honesty, Quality and Community. These values inform everything we do, from how our product is produced, the community events we host, our relationship with our accounts, and how we engage with our team. As Little Brown Jug is a young company, the successful candidate will have opportunity to grow as the business does.

DUTIES:

- Strengthen and develop partnerships by presenting value in offered products and services
- Ongoing communication with existing partners
- Organize tasks and goals
- Develop sales strategies with sales manager
- Sample at events and festivals
- Complete tasks assigned by sales manager

REQUIREMENTS:

- Smart Choices certification
- Valid drivers license, access to vehicle and willingness to travel within Manitoba
- Able to maneuver 150lb kegs
- Experience in the restaurant industry, or a sales role
- Very personable and outgoing
- Strong verbal and written communication skills
- Competitive, strategic and goal oriented
- Take initiative and work independently
- Strong organizational skills
- Coachable and strong team player
- Excellent judgment and tact
- Strong attention to detail

HOW TO APPLY:

If you would like to apply, please email your cover letter and resume to **hr@littlebrownjug.ca**. In your cover letter, please answer the following questions in question/answer format:

1. Certify that you have the first three requirements listed.
2. What is your career plan, and how does LBJ fit into this plan?
3. Describe your restaurant or sales experience.

START DATE: FEBRUARY 2019 **REPORT TO:** SALES MANAGER
