

## **BEERBURG SALES REPRESENTATIVE**

Beerburg is hiring a sales representative for the Austin and Dripping Springs market. This is a full-time position that encompasses the sales as well as account management aspects of the role. While this will be Beerburg's first entry into the off-site market, ownership and management are all veterans of the brewing industry and understand all distribution entails.

### **ABOUT BEERBURG:**

Beerburg Brewing is a brewpub dedicated to improving the community through land conservation, wildcrafting, responsible sourcing and thoughtful partnerships. Beerburg's lineup of classic mainstay and seasonal beers offer an approachable balance to the more one-of-a-kind experimental wildcraft offerings. Featuring locally foraged ingredients onsite, the beer will delight anyone looking for a true taste of Texas terroir.

### **ABOUT THE BEER**

You will be focusing on three of our year-round beers and four of our wildcraft brews:

- Year Round – 50L, ¼ bbl, and six packs
  - Hazy IPA – Idaho7 and El Dorado hops give this hazy a massive tangerine burst of flavor
  - Mexican Style Lager – An amber lager made with locally sourced, heirloom blue corn
  - Juniper IPA – A mix of foraged herbs and west coast hops bridge the gap between our Wildcraft and Year-Round lineups
- Wildcraft – 500ml bottles in cases of 12
  - Mugwort ESB – Woodsy and sage-like, this herb is perfect for this mild English style
  - Horehound Golden Ale – Modeled after horehound candies that taste like sweet anise
  - Ashe Juniper Pale Ale – The bows and berries create a piney, fruity, delicious pale ale
  - Yarrow Berliner Weisse – This floral and bitter herb pairs great with this delicate style

### **JOB RESPONSIBILITIES:**

- Target, develop, and maintain relationships with key personnel at accounts
- Call on existing accounts to communicate initiatives
- Create and maintain profiles for accounts/call points
- Develop weekly and monthly target lists based on set goals and objectives
- Same day pickup and delivery of kegs and cases from brewery to accounts
- Create and maintain a line cleaning schedule with accounts
- Coordinate sales forecast with brewing staff
- Use industry data tools to analyze and communicate useful insights
- Periodically work trade shows, festivals and other industry events
- Able to work flexible hours; hours will vary according to business need and can include occasional nights and weekends

## **JOB REQUIREMENTS**

- Able to lift 140 lb kegs repeatedly
- Experience in the craft beer industry preferred

## **COMPENSATION:**

- Base Salary: \$35,000
- Commission: 5% on Gross Sales
- Bonus: An additional negotiated % of gross sales based on volume
- Signing Bonus: \$1000

At Beerburg, we are committed to creating a diverse and inclusive workplace where everyone has an opportunity to participate and contribute to the success of our business and are respected and valued for their skills, experience, and unique perspectives. The more inclusive we are, the better we are together. Salud!