



Sales Representative - Job Description

Position:	Sales Representative	Pay Range:	\$13-\$18/hr + Bonuses
Department:	Sales	Reports to:	Head of Production

Job Summary:

The Sales Representative is responsible for promoting the Lost Friend brand through sales directly to bars, restaurants, and other alcohol service establishments. By effectively representing the company to other local businesses, this job plays a critical role in the growth and development of the brewery. Applicants must be physically able to move 160lb kegs regularly, have a clean driving record, and be able to spend full days driving to various locations. Starting pay is negotiable based on experience, and hours and pay can rapidly increase based on performance. Incentives may be available for gaining new accounts or securing large sales.

Basic Duties and Responsibilities:

- Become an expert in all things Lost Friend with detailed knowledge of the business and products
- Manage distribution accounts with hands on customer service
- Gain new accounts by in person visits and cold calls
- Transport full kegs to accounts
- Retrieve empty kegs and return to brewery
- Maintain inventory and accountability of keg fleet
- Properly invoice and collect payment from accounts
- Maintain communication with production staff to ensure availability
- Attend festivals and events as needed
- Build relationships with local business
- Effectively and professionally represent Lost Friend Brewing Company

Experience:

- Minimum 1 year beer sales experience preferred but not required
- Prior beverage industry experience preferred

Schedule:

The schedule for this position is extremely flexible. Most days will begin and end at the brewery, but it is up to the employee to determine, in coordination with supervisors, the most effective way to complete the job. This allows for a lot of freedom in setting your own schedule as long as sales goals and account management task are being met.



Physical Requirements and Environmental Conditions:

- Must be able to move 160 lbs kegs regularly
- Must be able to safely drive for a full day
- Must be able to twist, turn, kneel, crouch, stand, sit, and walk while carrying weight
- Must be able to be active for long periods of time
- Must be comfortable moving kegs in and out of tight spaced walk-in coolers
- Must be comfortable interacting with many new people throughout the day
- Must be able to work independently without direct supervision

Disclaimer:

- All requirements are subject to possible modification to reasonably accommodate individuals with disabilities.
- This job description is not all-inclusive of duties and expectations. Employees will be required to follow other job-related instructions and to perform any other job-related duties requested by their supervisor.
- The company reserves the right to add or revise an employee's job duties and requirements at any time. An updated job description will be provided at that time.
- This document is not an employment contract and only serves to outline expectations and pay.

Lost Friend Brewing Company is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to sex, gender identity, sexual orientation, race, color, religion, national origin, disability, protected Veteran status, age, or any other characteristic protected by applicable law. Beer is for everyone, so we don't care. Just wash your hands.