



SALES REP – MASSACHUSETTS

Responsibilities

- Work closely with Sales Manager, and larger team, to help grow Fountain and EBBS in market
- Visit assigned retail accounts to increase volume, distribution, shelf space, and monitor price
- Gather market and customer information and provide feedback on buying trends
- Participate in new product launch events including tastings, samplings, tap takeovers, etc
- Make daily decisions regarding retail inventory levels based on sales history and reports
- Attend sales meetings to discuss outstanding issues, competitor activities, and opportunities to maximize sales efforts
- Represent EBBS & Fountain through promotions and company events

Qualifications

- Bachelor's degree preferred
- Substantive growth in most recent position, ideally within a sales capacity – alcohol brand experience preferred
- High level of expertise in analyzing information and making information-based recommendations
- Highly organized with ability to manage priorities and coordinate multiple projects - specifically exposure to retail initiatives with information based selling responsibilities
- Effective communications/presentation, follow-up, administrative and organizational skills
- Understanding of wholesaler network / processes and three-tier system
- Ability and desire to work in an entrepreneurial start-up environment

Compensation Package

Salary commensurate with experience.

Bonus

- Up to 25% of salary
- Based on hitting personal volume sales goals
- Additional team based performance incentives available

Health benefits available

Car stipend available

For more information on this position, or to apply, please send your resume and a cover letter to info@hellofountain.com