



SALES REP – State of Virginia / Outer Banks, NC

Responsibilities

- Work closely with Sales Manager, and larger team, to help grow Fountain and EBBS in market.
- Develop & maintain relationships with distributors, retail customers, and new prospective customers.
- Visit assigned retail accounts to increase volume, distribution, shelf space, and monitor price.
- Effectively organize your schedule/calendar weeks in advance.
- 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.
- Must be 21 years of age or older.
- Ideal candidate will live in Charleston area.
- Substantive growth in most recent position, ideally within a sales capacity – alcohol brand experience preferred.
- Polished sales and presentation skills.
- Highly organized with ability to manage priorities and coordinate multiple projects - specifically exposure to retail initiatives with information-based selling responsibilities
- Understanding of wholesaler network / processes and three-tier system.
- Must have a valid driver's license, safe driving record, and access to a reliable vehicle to be used for work purposes.
- Legally able to work in USA.

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