

BAERLIC BREWING COMPANY

FULL TIME SALES REP - \$50k+ DOE

Baerlic is looking for an energetic, focused, entrepreneurial sales professional to join our self distribution team in growing the Portland metro market for Baerlic beer in both *On Premise* and *Off Premise* sales. Email work@baerlicbrewing.com with your resume and cover letter by September 22, 2023.

The right applicant will ideally:

- Manage time efficiently with an independent work ethic
 - Multitask different priorities throughout the day/week
 - Plan ahead & focus on having the most impact with time
 - Leverage technology and data to maximize sales opportunities
- Manage sales situations and accounts of all sizes and types
 - Increase sales into current accounts
 - Build and foster relationships with new and existing accounts
 - Focus on brand and format monthly sales goals
 - Recognize buying patterns while forecasting opportunities and needs
- Be proficient with technology in all aspects of the workflow
 - Google Suite - Sheets, Forms, Docs
 - CRM Platform Management - Ekos
 - Communication - Email, Text, & Slack Internally
- Learn and adapt energetically to an ever changing environment and market and have a positive and motivated approach to our retail partner's goals, as well as Baerlic's.
- Benefits Include:
 - Paid vacation and sick leave upon your 90 day review.
 - Retirement Savings plan enrolment.
 - Company wide healthcare plan subsidized 50% upon 90 day employment.
 - Taproom benefits - shift beers, discounted beer and merch and more.

THE BAERLIC POINT OF VIEW

Translating to 'of barley' in old English, bærlic reiterates the fundamental idea that all things, no matter how complex or involved, can always be traced backward to a single, simple core or point of view. Our point of view comes from a belief that we are all in this together and that our actions shape our world—by being honest, we are approachable; by being consistent, we are trusted; by being considerate, we can sleep at night; and by choosing to keep it simple, we are able to do this really well. We support community, diversity and the inclusion of all walks of life—beer is people.