



Position: Sales Representative

Status: Part-Time

Location: Chicago

At On Tour Brewing Company, we believe in hard work and having fun, all in the pursuit of making the best beer in the world.

MISSION:

The idea behind On Tour Brewing is simple. Great beer is what brings us all together. Serving only our best, we embrace both modern and old world styles of beer and brewing techniques. Similar to a farmer's table, our beer selections will change with the seasons. Our goal is to provide the perfect environment for friends to meet.

WHO WE ARE LOOKING FOR:

We are looking for someone who compliments our team and vision. You must be energetic, self-motivated, and extremely punctual. You must be passionate about craft beer and never settle for less than your best work. You must love to learn. We are looking for someone who excels in sales and is calm under stress. You must have an extreme sense of pride and be driven at all times. You must have to be able to answer a question for the 500th time like it's the first time. Smiling is a must. We are not perfect and do not expect you to be either. We do expect you to learn from your mistakes and try your very best every day.

POSITION SUMMARY:

The Sales Representative position is responsible for maintaining and growing accounts in the Chicagoland area. We are also looking for someone with potential to grow with our company.

ESSECEENTIAL DUTIES AND RESPONSIBILITIES (not limited to list):

- Daily correspondence with relevant accounts to update them on availability and solicit orders
- Accurate order entry into our system by the order deadline
- Periodic in-person visits to existing accounts to cultivate relationships, including determining the correct frequency to do so.
- Fielding new account inquiries that come in unsolicited
- Proactively scouting of appropriate prospective new accounts in assigned territories
- Working with sales team to monitor growth among specific accounts and territory wide

ON TOUR

BREWING COMPANY

- Meet with and report to Sales Lead and Owner weekly to discuss recent activity and next week's Action Plan.
- Work with Owner to manage account receivables and timely payment from accounts.
- Serve our accounts in a professional and courteous manner
- Able to work at a high level under pressure
- Must be passionate and highly knowledgeable about craft beer; will train the right candidate
- Adhere to all policies and goals of OTBC
- Must meet the highest standards of safety, service and appearance

ADDITIONAL OPPORTUNITIES:

- Help with Deliveries
- Occasional shifts in our Tasting Room as bartender

MINIMUM QUALIFICATIONS (KNOWLEDGE, SKILLS, AND ABILITIES):

- 2 + years of sales experience preferred; will train the right candidate
- Must be at least 21 years of age
- Ability to work independently or with a team
- Ability to work in a fast pace, constantly changing work environment
- Willingness to work a flexible schedule including nights and weekends
- Willingness to pitch in around the brewery. We all wear a lot of hats
- Strong problem solving skills. Nothing is perfect
- Total neat-freak, attention to detail is a must
- Ability to communicate in a calm manner in all situations is a must
- Ability to complete Level 1 Cicerone Certification required
- BASSET training required
- Ability to master the art of the 15-second conversation is a must

PHYSICAL REQUIREMENTS:

- Must be able to bend over, twist, kneel, and stand for the duration of a shift
- Must be able to lift 55 pounds and maneuver 160 pounds repeatedly
- Ability to smile for your entire shift is a must
- Clean driving record and criminal record
- Pre-employment drug screen and background check required



- Ability to submit to random drug tests

HOURS AND AVAILABILITY:

- This is a part-time with ability to grow into a full-time position
- Evenings and weekends are a must
- Flexible schedule is a must

COMPENSATION:

- Weekly base pay plus monthly commissions
- Compensation range equals \$35,000-\$50,000
- Ability to receive PTO benefits once full-time
- Beer

START DATE:

- Available to start ASAP

HOW TO APPLY:

Email your resume, references and cover letter to mark@ontourbrewing.com

Use the email heading: SALES REPRESENTATIVE

In your cover letter, explain why you would be perfect for this position.

Phone interviews will be set up with applicants that best match our need and culture.

Thank you for your interest!